Published Every Saturday Since 1888

# Hardware and Metal

MR TYNDALL STAFF

Vol. XXXIII. No. 27. THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: WOODSTOCK, CANADA JULY 2, 1921

## The Machinist

is the man
who uses the Babbitt.
He is not a dreamer,
but a practical worker.
Sell him Babbitt
on logical selling points.
He deals in hard
facts and tests them
in actual service.
His pride in his work
makes him
hard to please.
He is the man
for whom we make

Lionroyal

## PRIDE OF PRODUCT

*is back of our unqualified guarantee*

*It is the reason*
*for the success of*

Lionroyal

*the BABBITT*
*you can rely on*

IT IS NATURAL TO BE PROUD of work well done—we're justly proud of every bar of LIONROYAL.

ONE THOUSAND shops commenced to use Stanley Process Alloys in Canada during 1920. ***This does not include at least another thousand who bought through our dealers.***

THEY BOUGHT on the definite guarantee of better and longer service and they got both.

***WE GUARANTEED:***

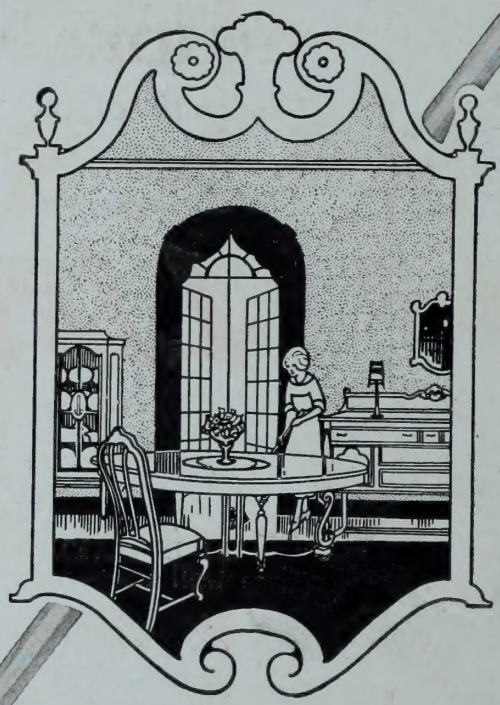
Longer wear per bearing:— The smooth unity of hard and tough ingredients in LIONROYAL evenly spreads the wear, thus eliminating hard spots, and lengthening the life of the bearing.

Non-separation:—The complete amalgamation of ingredients is accomplished scientifically under the Stanley Process. Thus the Babbitt may be remelted over and over again.

***Write for "About Bearings" for our full story.***

BRITISH SMELTING & REFINING COMPANY LIMITED
MONTREAL

# O-Cedar Polish Mop



Each year this Mop is introduced into hundreds of homes that formerly "got along somehow" without it.

Each year more merchants awake to the possibilities there are in O-Cedar Polish and the O-Cedar Polish Mop.

Quick to repay real selling effort, O-Cedar Products will surely speed up turn-over and increase profits for the merchant who features them in his store and in his window displays.

## O--CEDAR POLISH

**in bottles 30c and 60c**
**in tins $1.50 to $3.50**

## O--CEDAR POLISH MOP

**Small size - - - - $1.25**
**Large size - - - - $2.00**

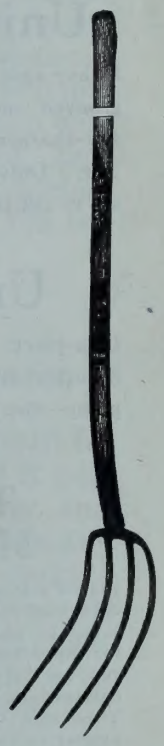
## CHANNELL LIMITED

**TORONTO**

HOWLAND'S
SAMSON
(TRADE MARK REGISTERED)
QUALITY
H.S. HOWLAND SONS & CO. LIMITED
TORONTO

# SAMSON FARM TOOLS

can be depended upon
to give the very best
service and satisfaction



FULLY GUARANTEED

## H. S. HOWLAND, SONS & CO. Limited

TORONTO

If interested, tear out this page and place with letters to be answered.

The Trade Mark known

# UNIVERSAL

in Every Home

# Big Cuts in Price--No Cuts in Quality

**Now, as ever, the quality of the UNIVERSAL Bread Maker, Food Chopper, and Aluminum Percolator stands up to the highest standard. Prices have moved down to help your stock move out. Standard goods, established demand, lower and stabilized prices! With this combination in your favor it isn't a question of selling—it's a merely a question of how soon you'll *begin*.**

## Universal Bread Maker

Heavy, non-bending body, thickly tinned. Strengthened and stiffened by ¼ inch steel wire in tightly rolled rim. Bottom secured by double seam, smoothly rolled. Cross bar, crank, table clamp and kneading rod thoroughly tinned.

## Universal Food Chopper

Heavy cast iron body. Evenly beveled cutting face. Deeply grooved and smoothly finished feed screw. Interchangeable self-sharpening cutters. Secure, non-breakable table clamp. The "Universal" cuts without mangling or mashing. And we've cut the price to help your sales.

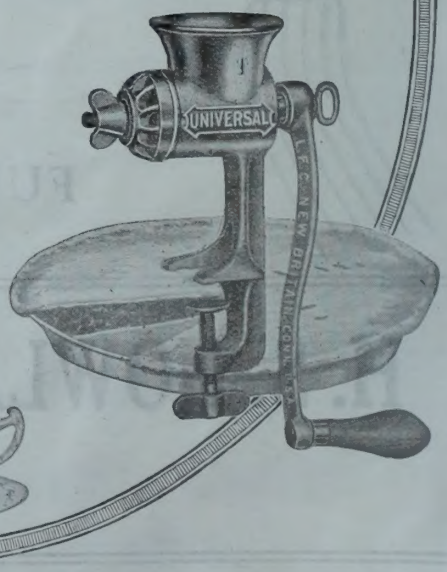
## Universal Aluminum

One-piece body. Welded spout. Solid, ebonized handle, securely riveted. Equipped with the "Universal" patented pump—the best made and therefore most imitated.

## THREE HOME NEEDS
## Most Needed Right Now

Bigger loaves of better bread at less cost and with less work; money saved by chopping scraps of food for appetizing dishes; coffee-cost reduced by using less in the percolator for a better drink in the cup. These are the saving things that appeal to the housewife and speed sales of UNIVERSAL HOME NEEDS.

Write for revised prices which will remain fixed for 1921.

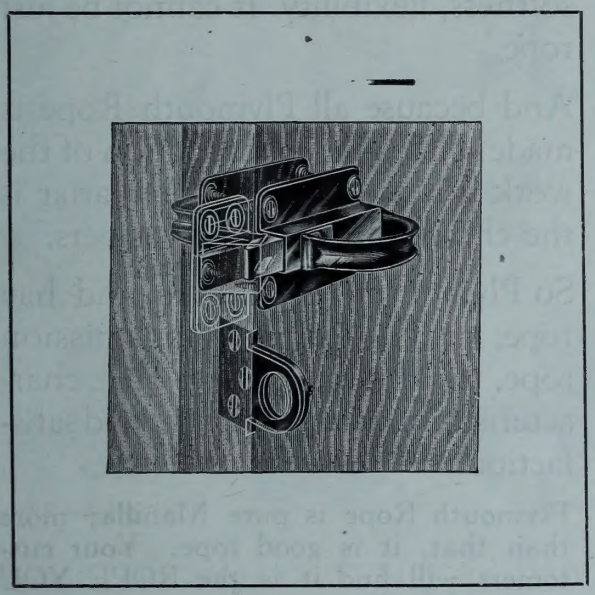



**LANDERS, FRARY & CLARK**

**New Britain, Conn.**

If interested, tear out this page and place with letters to be answered.

# The Door to Prosperity Opens With C.S.G. Co.'s Latches



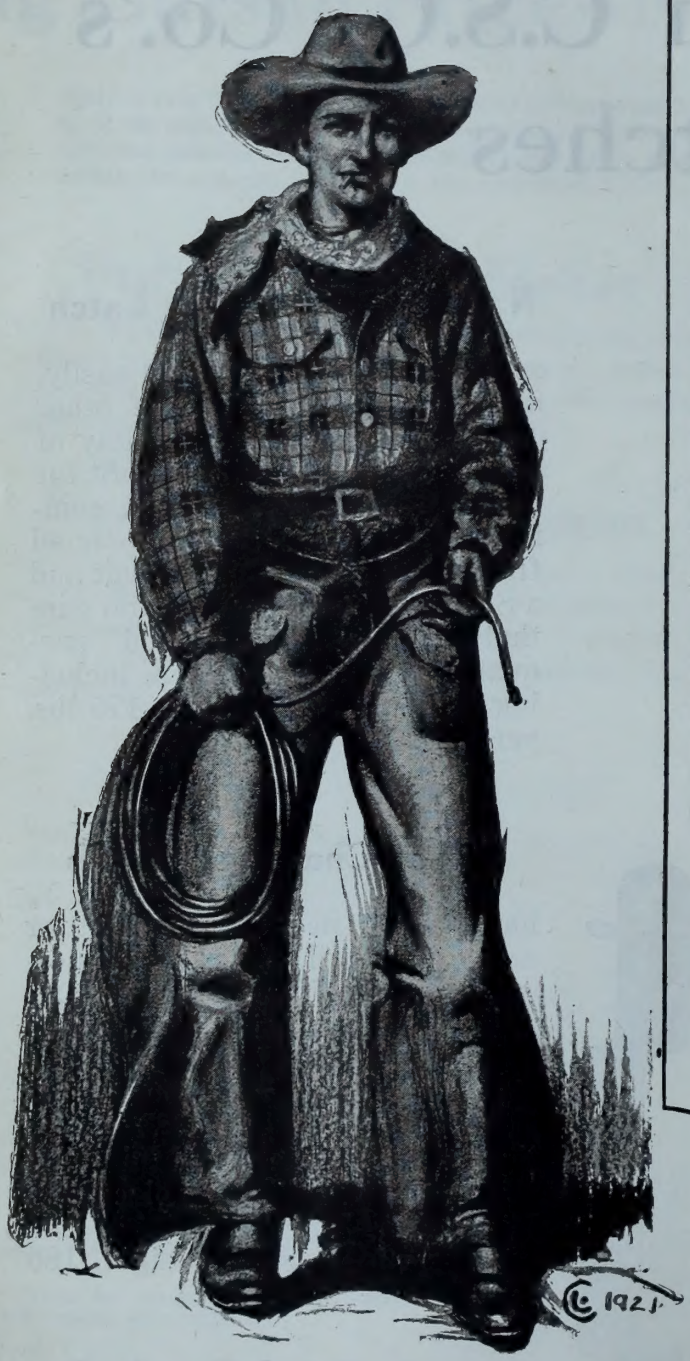
## No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

## The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value — selling points — than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place. Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

**Canada Steel Goods Co.**
LIMITED
**Hamilton Canada**




# Next to His Horse

## The cowboy's rope is his closest friend.

Under his expert guidance, it instantly obeys the dictates of his will. To do this, the cowboy's lariat must possess the qualities of lightness, strength, softness, flexibility. It cannot be just rope.

And because all Plymouth Rope is made with a real appreciation of the work it is to do, Plymouth lariat is the choice of most expert ropers.

So Plymouth Yacht Rope, and hay rope, drilling cables, transmission rope, tow lines, etc., give that characteristic measure of service and satisfaction.

Plymouth Rope is pure Manilla; more than that, it is good rope. Your customers will find it is the ROPE YOU CAN TRUST.

**PLYMOUTH CORDAGE COMPANY**
**North Plymouth, Mass. - - Welland, Can.**

**INDEPENDENT CORDAGE CO., LIMITED**
**Toronto, Canada Canadian Sales Agents**

PLYMOUTH TRADE MARK 1824

# PLYMOUTH ROPE

**If interested, tear out this page and place with letters to be answered.**

**Representatives: N. J. DINNEN, Winnipeg, Man.; T. MORTIMER & CO., Toronto; A. T. CHAMBERS, Vancouver, B.C.; H. E. O. BULL Montreal, Quebec.**

**If interested, tear out this page and place with letters to be answered.**

# *Good Business*

MISS SIMPLICITY and good business go hand in hand. Miss Simplicity makes such a winning appeal that it is very easy to sell. In handling Miss Simplicity, our dealers find that business is always good.

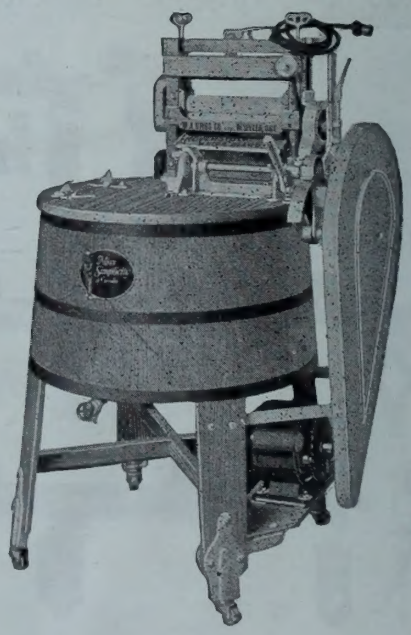
An electric washer like Miss Simplicity is not a luxury but a necessity in the home. Saves the housewife's health and strength, saves laundry bills and wear and tear on clothes. Every home wired for electricity is a prospective purchaser of a Miss Simplicity Electric Washer.

**Miss Simplicity pleases by its substantial construction, simple design and efficient operation. The price, too, quality considered, is low. But Miss Simplicity is not only a sales maker, it is a builder of goodwill and good business, too. Miss Simplicity in a home will work for you while working for your customer, making many more prospects among the friends of the family.**

**Increase your profits with Miss Simplicity. Write for our dealer proposition and full particulars of the handsome profit and liberal guarantee given with every machine. Send for a sample machine and put it on display.**

*We are prepared to help our dealers in advertising Miss Simplicity. With our dealer offer, we will send you a folder giving full particulars of this. We also guarantee prompt shipment and efficient service.*

*"Takes out the Drudgery with the Dirt"*



## W. A. KRIBS COMPANY, Limited

**Hespeler, Ont.**

QUEBEC DISTRIBUTORS
Northern Electric Company Limited
Montreal P.Q.

WESTERN DISTRIBUTORS
Great West Electric Company Limited
Winnipeg Man.

**If interested, tear out this page and place with letters to be answered.**

# Westinghouse Fans

## are built to fill the following specifications:

***They must be durable and sturdy.***

***They must produce a big breeze with a small current consumption.***

***They must operate without noise.***

These requirements are all fully realized in Westinghouse Fans.

The line of Westinghouse Residence and Commercial Fans is complete. It includes besides the usual sizes of desk and bracket fans certain types designed for use in such places as theatres, stores and restaurants.

## Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO, Bank of Hamilton Blg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.

MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.

OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

***REPAIR SHOPS:***

MONTREAL, 10 St. Sophie Lane
TORONTO, 366 Adelaide St. W.

VANCOUVER, 1090 Mainland St.

WINNIPEG, 158 Portage Ave. E.
CALGARY, 316 Third Ave. E.

CANADIAN WESTINGHOUSE

**If interested, tear out this page and place with letters to be answered.**

## *The Eveready Line with the Ever Steady Turnover*

# —THE NEW EVEREADY SPOTLIGHT

### *—with the 300-foot range*

A BRAND new and better flashlight—and "different" from anything ever built.

Seven remarkable improvements establish this Eveready Spotlight as a radical departure which will speed up flashlight turnover and profits for every energetic dealer in the trade.

There's a complete merchandising campaign ready for you to use now, of which a novel window display is an important feature. Get your order in today through your Eveready distributor for an ample supply of the new Spotlight (two types, 3-cell nickel and vulcanized fibre). At the same time, write or wire the nearest Eveready address for the Spotlight Dealer Campaign.

**CANADIAN NATIONAL CARBON COMPANY, Limited**

TORONTO AND WINNIPEG

CANADIAN NATIONAL CARBON CO.:

We will place an order immediately with our Eveready distributor for a stock of the new Spotlights and batteries. Please ship at once the complete new window display and merchandising campaign.

Firm Name.....

Address .....

City and Province.... .....

Distributor's Name.....

**Seven Big Improvements for Better and Longer Service**

1 New scientific reflector, concentrating the light rays to give more light and throw it further.

2 Special Eveready Mazda bulb of increased brilliancy and power.

3 Shock-absorber to prevent breaking of Mazda bulb if flashlight is accidentally dropped or jarred.

4 In addition to usual "slide" contact for continuous burning, spotlights have "flash" contact for intermittent lighting.

5 Compartment holding two extra Eveready Mazda bulbs, ready to instantly replace a burned out bulb.

6 Exclusive focusing device. Light instantly focused as desired, by turning end cap.

7 End cap stamped to show the renewal type numbers for battery and Mazda bulb required for this particular flashlight.

**Nickel Type No. 2674**

**Corrugated Fibre Type No. 2672**

392143E

If interested, tear out this page and place with letters to be answered.

# TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

**HEADS**
that will not break off

**POINTS**
that meet the demand

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON

MONTREAL

# There's One Line

# Always Active

# AUTO TIRES

Hardware Men who are Complaining of "Quiet Business," should take on

## "GUTTA PERCHA" TIRES

and the lines of "Gutta Percha" Accessories. Our lines are quick sellers, because both the Trade and the Customers know their thoroughly sound construction and quality.

Blow-out Patches, Running Board Mats, Pedal Grips, Cementless Patches, Etc.

GET OUR PRICES.

## Gutta Percha & Rubber Limited

HEAD OFFICES AND FACTORY, TORONTO

Branches in all the Leading Cities of the Dominion.

CANADA
FOUNDRIES & FORGINGS
LIMITED

# If Your Troubles are Liquid

# Let the REDWING handle it

JAMES SMART PLANT
Brockville - Canada

The "NATIONAL" Line
OF
GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

**THE NATIONAL FARMING MACHINERY Limited**
**Montmagny, Quebec**

# "YANKEE" TOOLS

*Save Time At Every Turn*

## RATCHET DRIVER

Nos. 10 and 11

**Made in 8 lengths from 2 to 12 inch blades**

**Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.**

**Your Jobber Can Supply You**

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.


If interested, tear out this page and place with letters to be answered.

**An All Canadian** **Product for Canadians**

# Hart Mower Files

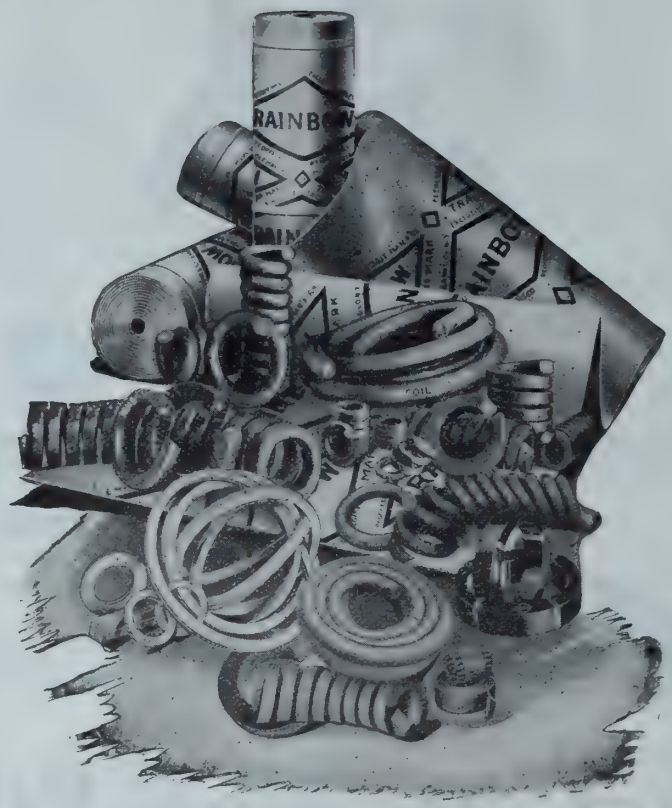
The experience of 35 years of manufacturing abrasives is behind Hart Mower Files. Each step of progress in science, invention and improved manufacturing methods, has been adopted during that 35 years.

The result is the keen, clinging surface of Hart Mower Files. The feel of these exceptional mower files is very convincing to the man who understands cutting tools. It will pay you to display them where they can be examined and handled.

## Canadian Hart Products, Limited

Hamilton, Canada

If interested, tear out this page and place with letters to be answered.



# Rainbow Sheet Packing

is the *original* red sheet packing. For more than 30 years it has held the confidence of the mechanical world because it has never failed to give satisfactory service.

The steam engineers in your vicinity know from experience that a gasket cut from genuine Rainbow is their best assurance of a permanently packed flange.

You cannot afford to overlook the remarkable sales possibilities of Rainbow Sheet Packing.

All Rainbow Sheet is red, but all red sheet is not Rainbow. Identify the genuine by the Diamond Rainbow trade-marks on every yard.

Genuine Rainbow is made in Canada. Your jobber will help you order a balanced stock, or write direct.

## Dominion Rubber System

**Head Office :: :: Montreal**

*The famous Super Electric model of the ABC Electric Laundress*

*Some washers lift and dip*

*Other washers rock and toss*

*This A B C Electric Laundress does both*

# It Combines the Advantages of all other Washers

Not only does this "Super Electric" model of the A B C Electric Laundress line sell easily because it washes rapidly, thoroughly and gently by combining the two leading methods of washing—the lifting and dipping of cylinder and vacuum cup washers with the rocking and tossing of oscillating washers.
Also it is easy to sell because it runs so quietly, so smoothly. There is no continual crash of parts. There is no lurching about—a pencil will stand on end upon the tub so free is this washer from vibration. Obviously these things mean a longer life and less service trouble.

An exclusive springless mechanism accomplishes all this. Equally simple and sturdy in every part, the entire washer is capable of uninterrupted service to its users. For it is mechanically perfect, the result of its years on the market.

Whether equipped with a copper or galvanized tub, a maple or zinc cylinder, this A B C knows no equal.

It is the finest washer produced. It is for those who desire the best. Yet it retails at a price in line with competitive washers which offer less. And the profit for the dealer is liberal.

Excellent distributing arrangements throughout the Dominion on the entire A B C line—which also includes the A B C "Alco" (dolly-type) washers and the A B C Electric Ironer—add further to its attractiveness from the dealer's standpoint.

Write for the A B C sales co-operation proposition to dealers, it's a money-maker.

# ABC *Electric* Laundress

ALTORFER BROS. COMPANY

Pioneer and leading makers of Washers and Ironers

PEORIA, ILLINOIS, U.S.A.

C. D. Henderson, Canadian Representative, Box No. 123, Brantford, Ontario

WHOLESALE DISTRIBUTORS

Maritime Provinces:
Blackadar & Stevens,
Roy Building,
Halifax, N. S.

Quebec:
Dawson & Co. Ltd.,
148 McGill St.,
Montreal.

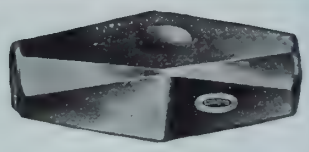
Ontario:
The Central Electric Supply Co. Ltd.
36 Adelaide St. West,
Toronto.

Saskatchewan:
Sun Electrical Supply Ltd.,
Regina.

Alberta:
Cunningham Electric Co., Ltd.
Calgary.

British Columbia:
Rankin & Cherrell,
Vancouver.

QuiKwerK TOOLS



# Quikwerk Sledges

QUIKWERK Sledges are well known for longer life. They practically never break from crystallization, for slow press-forging—50 to 60 strokes to every sledge—insures the steel-structure being kept intact. Like every Quikwerk Tool, they're guaranteed. A range of 55 styles, from 1 to 50 pounds.

*Order them through your jobber*

THE WARREN TOOL & FORGE CO.,
234 Griswold Street -- Warren, O.

# JAPANNED WATER COOLERS

THE season for this line is here. Your stock should include this handsome line of Water Coolers. They are attractively decorated in colors and have nickel-plated faucets.

Stock up now and be prepared for the demand which is coming. Suitable for offices, stores, workshops, summer hotels and clubs as well as for domestic purposes.

Davidson Coolers are made in six sizes, from 2 to 16 gallons.

**Write for particulars and prices.**

Ask for Booklet No. 2.

*The Thos. Davidson Mfg. Co. Limited*

Head Office: Montreal Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

# DAVIDSON

## Improved Bevel Protractor

A tool adapted to all classes of work where angles are to be laid-out or established.

It is one from the extensive line of Brown & Sharpe Tools.

## Universal Surface Gauge

When accurate holes for drilling are required they must be laid-out with the greatest care, each line must be clean and sharp. The Surface Gauge is the tool usually employed.

## Vernier Depth Gauge

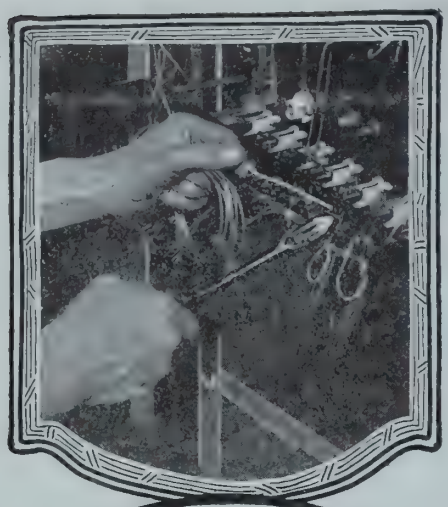
The Vernier Depth Gauge has proved that it is a tool of many uses. In the shop where jig and fixture work holds a prominent place it is in constant use. It is used in obtaining the depth of holes, recesses in dies, distances from a plane surface to projection and in other unusual places.

**Send for catalog 28**

**Brown & Sharpe Mfg. Co.**
**Providence, R. I.**

# BROWN & SHARPE
## MACHINISTS' TOOLS

If interested, tear out this page keep with letters to be answered.



# Quick Soldering

## in-hard-to-reach Places

That means a lot to electricians and linemen. Soldering time has been cut in half by putting the flux in the solder. You move from job to job with only an iron or torch and a coil of

KESTER ROSIN CORE WIRE SOLDER
FLUX IN POCKETS

The rosin flux, prepared at the factory is in the hollow, genuine tin-and-leadwire. It melts and flows out just before the solder is melted insuring a perfect bond.

## Try it Without Cost

See how it cuts soldering time in half. Sold in one pound cartons and on one five and ten pound spools. Also made with acid-core for general soldering.

**CHICAGO SOLDER COMPANY**

4225 Wrightwood ave., Chicago, U. S. A.

CHICAGO SOLDER CO., H. & M. 7-2-21
4225 Wrightwood Ave.,
Chicago., U.S.A.

Gentlemen: Please send me a free sample of your KESTER ROSIN-CORE WIRE SOLDER.

Name.....

Address.....

City..... State.....

Our Supply House is.....

# Automatic Selling

Handling our five standard brands of files is as near automatic selling as can be.

These brands are so well known to users as the standard of file quality, that mention of the name sells them. Easy sales, quick turnover, steady profits—all in these five brands:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

# FILES

We carry large reserves, so you can restock quickly from your jobber.

Made in Canada by:

**Nicholson File Company**

**Port Hope - - Ontario**

# Swing 'Em Hard

Williams' Nail Hammers have the true ring of the best drop-forged steel. They are hard, dense and tough.

Each head is carefully heat-treated and hardened, and is handled with selected, straight grained, white hickory.

They "hit the nail on the head" in a compelling way because all are accurately balanced; all of the same style are alike—in weight, design, finish and serviceability.

Drive with Williams' Hammers—they have back of them half a century's experience and skill in the manufacture of Superior drop-forged tools.

All kinds, all sizes. Catalog on request.

**J. H. Williams & Co., Limited**

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road
ST. CATHARINES, ONTARIO

# STANLEY

"Yes—you'll find *the* same trade mark *on* both"

STANLEY S.W.

When you sell Stanley Wrought Steel Hardware and Stanley Carpenters' Tools each line recommends the other.

When a man who has had excellent service from Stanley Butts sees the easily remembered trade-mark on a Hammer, Plane or on other Carpenters' Tools he is more than half sold immediately.

Carry both lines— carry both lines complete.

Have you both Catalogues?
Ask for R 71

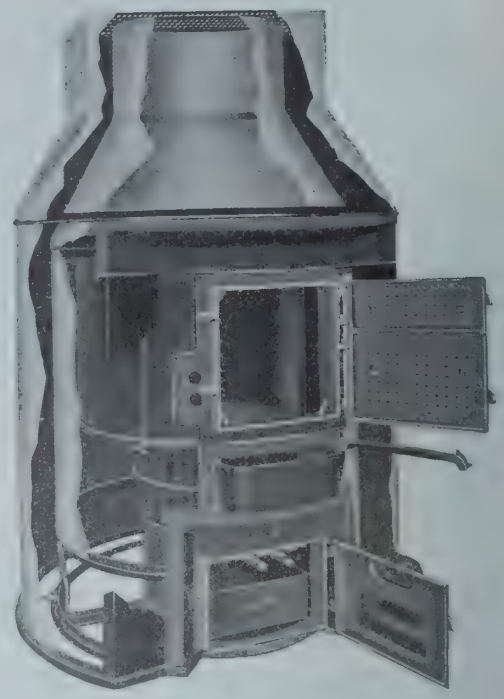
## THE STANLEY WORKS

Main Offices and Plant:
NEW BRITAIN, CONN.

*Branch Offices:* New York Chicago San Francisco Los Angeles Seattle Atlanta

Canadian Representative
A. MacFARLANE & CO. Cornistine Building
MONTREAL

# PIPE and PIPELESS FURNACES



The insistent demand by the consumer for the PIPELESS FURNACE and the undeniable fact that in certain types of houses and when correctly installed it has given remarkable results, opens up a rich field of possibilities for the ready acceptance of the "Happy Thought Pipeless Furnace." Linked together with the "Happy Thought" Ranges, its name carries with it the positive guarantee of complete satisfaction. It produces a favorable impression, carries conviction and sells easier. Its standard construction of sturdy materials give assurance of life-time service.

The wonderful record of service given by our regular type of Furnace completes a line of Warm Air Furnaces that creates and stimulates business for the progressive dealer. These Furnaces include the Reliance, Garnet and Leader.

We also have the powerful Leader Combination warm air and hot water Furnace—a heating plant for special heating requirements.

Our new Bungalow Furnace is now being offered. Your knowledge of modern requirements will satisfy you that this Furnace will fill a real need. Of medium size and somewhat lighter build, it is specially adaptable for the Bungalow or Cottage.

On a moderate outlay a thoroughly up-to-date heating plant can be installed.

We are prepared to furnish you with specified data on any of these lines. Write us.

## The Happy Thought Foundry Co. Limited

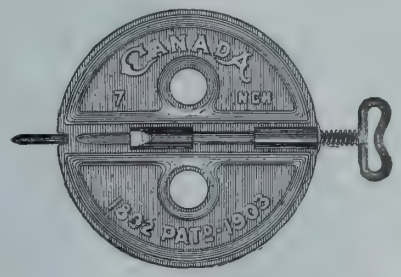
Brantford - Canada

# 21-Gauge Steel

## Dropped Forged — Stem — Sharp Point

## CANADA STEEL DAMPER

### Positive Lock




Our new 6″ and 7″ dampers are stamped from 21 gauge steel. The stems are drop forged; sharp point and positive lock. There can be no breakage. Superior to all dampers on the market. Our Furnace Dampers are stamped from 26 gauge steel; drop forged stem; sharp point and positive lock.

Our Damper Clips are stamped from 21 gauge steel and packed one dozen in a box. An unequalled clip.

Canada Dampers are the lightest, strongest and cheapest made.

*All Good Jobbers Sell Them*

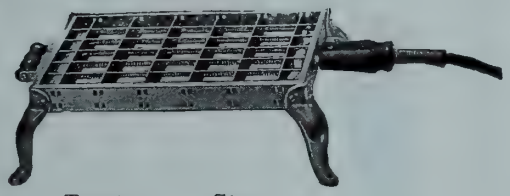
**The Myers Mfg. Company**

Dresden, Ontario

# We're creating business for you through our consumer advertising campaign

National ELECTRIC — Electric Iron

National ELECTRIC — Two-Burner Hot Plate



Toaster Stove

National ELECTRIC

## APPLIANCES

*create business by satisfying the users.*

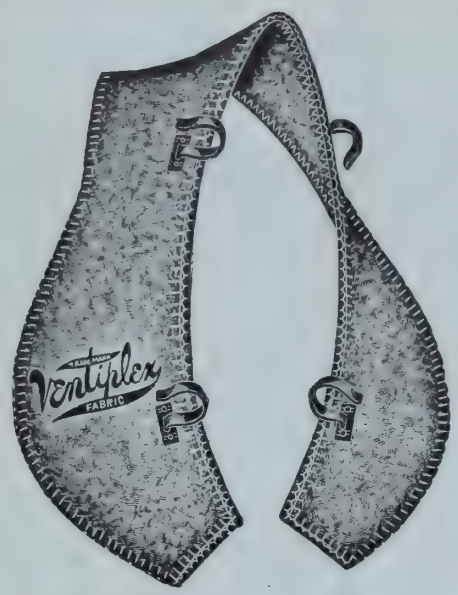
THE NATIONAL ELECTRIC HEATING CO., LIMITED
Toronto, Canada

249 MOUNTAIN ST. Montreal, Que.
52-56 ALBERT ST. Winnipeg, Man.
627 VANCOUVER BLOCK Vancouver, B.C.

National ELECTRIC — One-Burner Hot Plate

National ELECTRIC — Electric Toaster

If interested, tear out this page and place with letters to be answered.




VENTIPLEX

## Service and Satisfaction

VENTIPLEX—HARDWARE—
When you sell Ventiplex Pads you accomplish three things—you provide more comfort for the horse, make a satisfied customer and secure a good profit.

Ventiplex Pads, consisting of a compound of Indian Rubber fibre, soft wool and hair, are thoroughly absorbent and springy. They have no equal for durability, comfort and economy.

**Sell your customers Ventiplex when they ask for pads.**

**The Burlington Windsor Blanket Co., Ltd.**
Toronto Ontario

# Dependable Jobbers

Must be qualified with the experience, the capital, the storage space, and the judgment to select, and hold in stock, the most reliable and saleable goods for their customers. They must have facilities to fill, and ship promptly, the orders received from retail merchants. Most important of all, they must fully realize how much the wholesaler's success depends on the success of the retail merchant, and co-operate with him accordingly.

We have all these qualifications and facilities. May we serve you?

**Thos. Birkett & Son Co.,**
LIMITED
***Shelf and Heavy Wholesale Hardware***
**Ottawa, Canada**

THE K-T COBBLER SET

THE TRADE K-T MARK FDY.

**You Can Absolutely Guarantee**
this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
**It weighs 14 lbs.**
**It sells for $1.50**
**It costs you $1.00**

The high price of shoes will make this a steady seller.

We also make for your trade
Clothes Reels Clothes Pulleys Builders' Castings of all kinds
Clean-Out Doors Coal Chutes Window Weights Horse Weights
Inquire for our prices GALT, ONTARIO

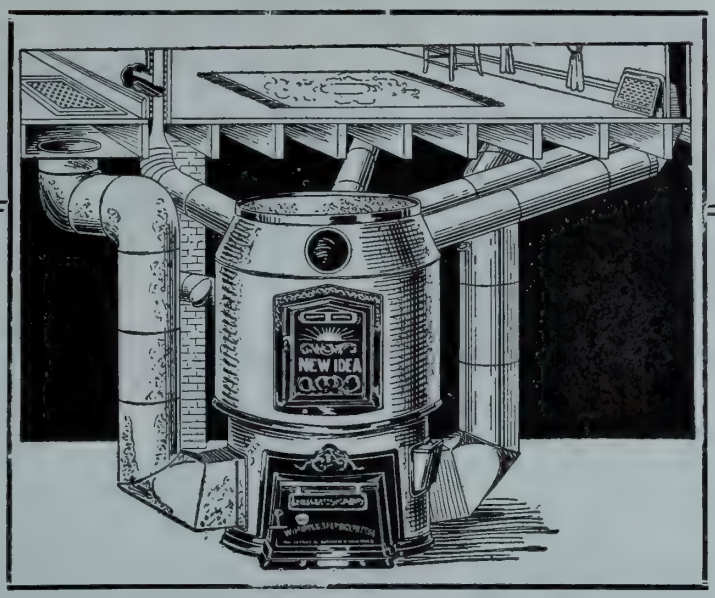
HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

# NEW IDEA

WARM AIR

## FURNACE

Fully Guaranteed




# NEW IDEA

WARM AIR

## FURNACE

Fully Guaranteed

## THE PERFECT HEATING UNIT

Perfect in every detail of construction is the New Idea Warm Air Furnace. It contains more heating surface than any other furnace. The large roomy ash pit prevents the ashes from banking up and burning out the grates. The one-piece fire pot is exceptionally durable and is guaranteed for five years. The Duplex grate is another striking feature.

Are you boosting "New Idea" furnaces this season? Our advertising campaign, together with our co-operation sales plan, will help to increase your sales considerably.

Write for descriptive literature and particulars of our attractive agency prosposition.

New Stove Catalogue just off the press, which we will gladly mail upon request.

**THE HAMILTON STOVE & HEATER CO., LIMITED**

**Successors to Gurney Tilden Co., Limited. 75 Years Successful Manufacturing.**

Montreal Representative; Mr. Charles Nicoll, 614 Aylmer St., Montreal. Vancouver: 1073 Hamilton St., Vancouver, B.C. Winnipeg: 134½ Higgins Ave., Winnipeg, Manitoba.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

*True Economy*

# Stack Heater

The Stack Gas Water Heater will heat water in one minute.

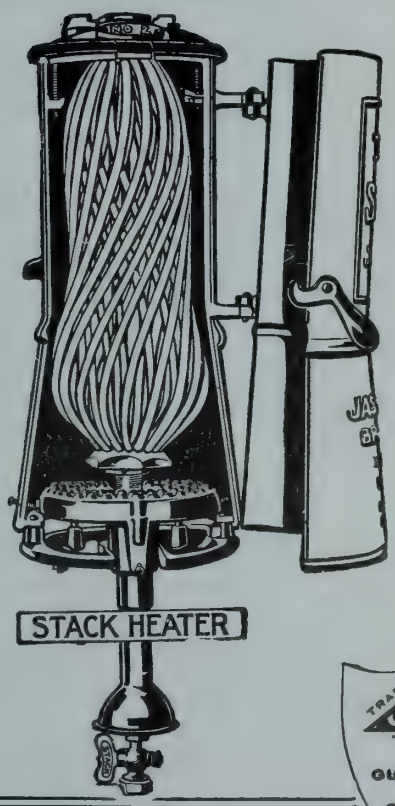
The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.

*Send for a Stack Heater Display Card*

**The James Morrison Brass Mfg. Co. Limited**
93-97 Adelaide Street West, Toronto, Ontario




TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

# *"Mouthpieces of Commerce Department."*

An official and generous recognition of Business and Technical Newspapers as essential factors in modern commerce and industry has been given by Secretary Herbert Hoover, of the Commerce Department at Washington.

One of the first steps taken by Mr. Hoover, after he was installed as head of this important department was to invite the heads of the leading Business and Technical Newspapers of the United States to meet him in Washington to discuss with them the problems of his Department. Sixty two men accepted the invitation, and at this meeting Mr Hoover gave evidence of his high appreciation of the value of the Business and Technical Press by saying: "My view of the matter is that we may well consider the trade publications of the country as the mouthpieces of the Department of Commerce—the contact points by which the business world is to know what we are doing and how we are doing it, and also to carry to our industry this message of co-operation which it is my hope to place before every manufacturer in every industry in the country."

As an outcome of this initial conference a monthly meeting has been arranged and every month since, Mr. Hoover has held conferences with these publishers. He has frankly admitted that the meetings with the heads of Business and Technical newspapers are of material benefit to him. He needs the close-up view of business and industry which he can get from those men—as he can from no other source.

The Minister in charge of the Canadian Department of Trade and Commerce might profit by this experience of Mr. Hoover and summon to his aid the heads of Business and Technical newspapers in Canada. A conference with these men would give him some vitally important information about trade conditions in Canada which it is safe to say, he does not possess at the present time.

## How Competition in the Metal Trades Helps Your Tool Business

When the cry in the metal trades was output, Starrett Tools played a big part in reconciling quantity production with quality workmanship.

Today when keen competition is forcing production to still more exacting standards of accuracy — Starrett Precision Tools are even more vital to the metal working trades.

There is plenty of profitable business in Starrett Tools for dealers who keep their stocks of these tools complete— who keep them on display in show windows and show cases— who keep posted on their application to the needs of their trade.

If you want more tool business, write now for— "The Tools Mechanics Buy," also Catalog No. 22 "M.A."

THE

**L. S. Starrett Co.**

The World's Greatest Toolmakers, Manufacturers of Hack Saws Unexcelled

ATHOL, MASS, 42-187

**Sell Starrett Tools**

STARRETT TOOLS — STARRETT HACK SAWS



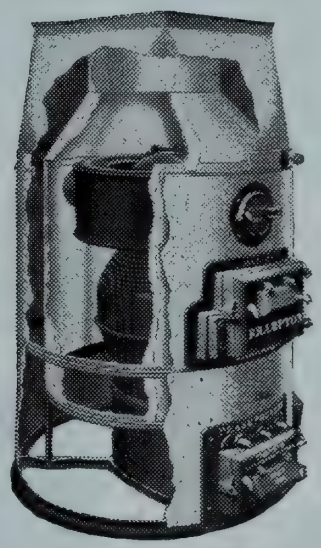
## Read What is Said About the

# Pease

"made in Canada"

PIPELESS

# FURNACE



A man in Port Burwell who used a No. 708 Pease Pipeless Furnace last winter gives us the following report:

> "I can say you have the best Pipeless Furnace I have seen yet and everybody that has seen it likes it. You want to go atter your furnace as you have something extra good. I am well satisfied with mine as it works to perfection."

Another man in Port Perry is also pleased with his No. 18-34 Pease Pipeless Furnace. He writes as follows:

> "Our Pease Pipeless Furnace gave us every satisfaction during the past winter. We had no trouble in keeping the house at an even temperature. We are pleased with our Pease Furnace, and would highly recommend them to anyone."

Other reports similar to these all indicate that the Pease Pipeless Furnace is a success. Are you making a bid for this business? We will assist you in closing sales if you will send a list of prospective customers to our Advertising Department. Send that list today.

PEASE FOUNDRY COMPANY
TORONTO, ONTARIO

PEASE WESTERN FOUNDRY
LIMITED
WINNIPEG, MANITOBA

## Another Splendid Addition to the Popular Maxwell Line

THIS new Maxwell product is equipped with a lever fitted with a wooden handle and a convenient foot stirrup to permit of the operation of the machine while seated.

*Maxwell*

# VACUUM WASHER

is a machine that every woman wants the moment she sees it. It is particularly attractive in design and finish, while mechanically, it is correct in every working principle. The most economical and efficient washer for the price anywhere. We place it upon the market with the utmost confidence that it will do everything that is claimed for it.

**Write for Descriptive Folder and Prices**

**Maxwells Limited**
**St Marys, Ontario**

# UNIMECO WROUGHT WASHERS

MADE IN CANADA

## Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, Etc.**

**The Parmenter & Bulloch Co., Ltd.**
**GANANOQUE, ONTARIO**

**John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.**

# Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. CO.**
**Milwaukee, Wis.**

# Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

**"We Ship While Others Are Thinking About It."**

## Wheeler & Bain

**Toronto, Canada**

# WHY EXPERIMENT?

WE DID IT FOR YOU YEARS AGO!

## IMPERIAL GENUINE

For Heavy Engines and Extraordinary Hard Work

## HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.

## Matchless

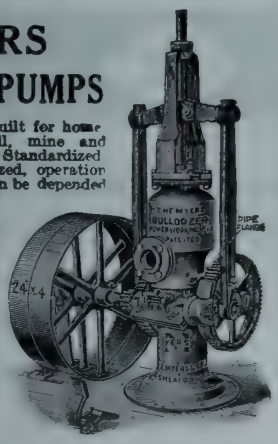
**Suitable For Slow-Moving Bearings**

*Write For Prices*

## THE CANADA METAL CO., Limited

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

## MYERS POWER PUMPS



Are designed and built for home, farm, factory, mill, mine and similar services. Standardized simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

**F.E. Myers & Bro.**
ASHLAND OHIO

# Ask The Man Who Uses

our goods, why he always prefers

# London Bar Iron

and he will tell you that it is built with

## QUALITY RIGHT THROUGH

---

# FOR QUALITY

is the chief aim of each department through which it goes

**Ask for it by name from the wholesaler**

## London Rolling Mills Co.

LIMITED

LONDON, CANADA

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

*Manufacturers of*

## FERRONA PIG IRON

and SIEMENS-MARTIN

## OPEN HEARTH STEEL

# "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

***Manufactured in Canada***

MADE IN CANADA

# Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

**A. B. Jardine & Co.**
LIMITED
HESPELER, ONT.

**An Axe is as Strong as its Handle**

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
ST. THOMAS -:- ONTARIO

TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

*Ask for Literature*

**Alex. McArthur & Co., Ltd.**
*Established 1879*
82 McGill Street Montreal, Canada

# Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

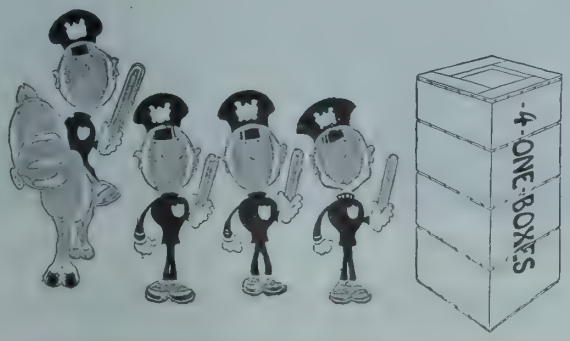
*Canadian Agent:*

**F. W. Lamplough & Co.** *46 ALEXANDER ST., MONTREAL*

# 4 - ONE - BOXES

Afford

Ample Protection for Your Goods




The final test of a box is the condition of its contents at destination. -4-Ones are faithful in delivery. They put your goods in your customers' hands in good condition. Pack -4-Ones right and they deliver right. Loss and damage claims are reduced.

They Cost No More Than Other Boxes, notwithstanding their many advantages.

Write for Literature to Department "H."

**Canadian Wirebound Boxes, Limited**
1000 Gerrard St. East, Toronto

# TRADE MARK Red Devil Tools

Do you carry a line of drop forge d slip-joint pliers? If not you are missing one of the biggest sales opportunities.

## Red Devil Slip-Joint Pliers

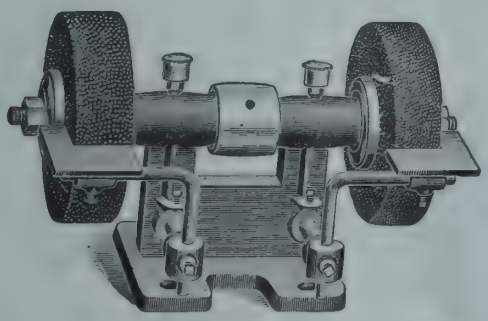
comprise all the popular styles and sizes greatly demanded. The tools embody the latest features in design—dentyne knurled spring-tempered handles of scientific shape.

The dealer who sells "Red Devil" Slip-Joint Pliers realizes a quick "turnover" on his stock at a good margin of profit. There's a profit on each tool with a large sale on the line.

**The "Red Devil" Tool Catalog shows Slip-Joint Pliers and other tools —send for your copy to-day.**

SMITH & HEMENWAY CO., Incorporated

*Manufacturers of "Red Devil" Tools*
89 Colt Street Irvington, N. J.



# Perfection Grinder

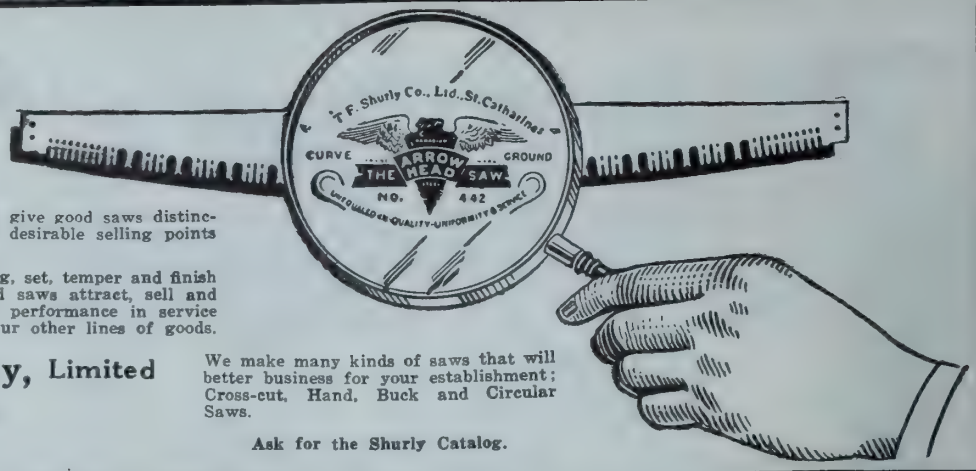
No. 80.

PERFECTION BELT DRIVE GRINDER No. 80 is designed for small machine shops, garages, and farmers having power, either gasoline or electric. It is fitted with two 6x1¼x1-inch wheels, one fine and one coarse (other sizes up to 7 inches can be used).
Frame is 7 inches high. Arbor 13 inches long. Pulley 3x2 inches, operated by belt, either direct from gasoline engine or line shaft. Has babbitted bearings.
**Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto.**

**Star Specialty Manufacturing Company**
227-233 West Erie Street Chicago, Illinois

# Arrowhead Saws

*Vanadium Steel*




How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

**T. F. Shurly Company, Limited**
**St. Catharines**
**Ontario**

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

**Ask for the Shurly Catalog.**

# PINK'S LUMBERING TOOLS

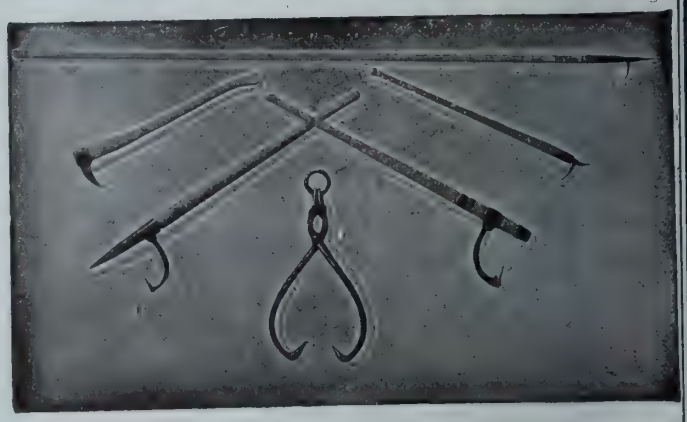
**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87.**

**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**



**THOS. PINK COMPANY, LIMITED**

**Manufacturers of Lumber Tools**

**Pembroke** **Ontario**

# Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

***Trial Orders Solicited—Our Packings Do the Rest***

**Insist Upon Having the TRADE** **Packing Bearing Our MARK**

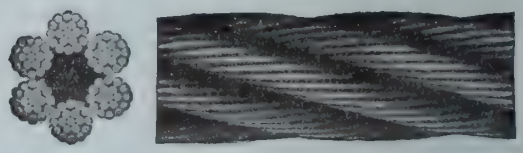


**TUCK & COMPANY, LIMITED**
**LONDON LIVERPOOL CARDIFF, ETC.**

***Canadian Representative***
**Wm. J. Brown, 117 Youville Square, Montreal**

***Stocks Carried in All Sizes*** **TEL. No. MAIN 2387**

# WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady Are you getting your share of this business? We co-operate with you.

***Have you a copy of our Catalogue?***

**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

**CANADA WIRE & IRON GOODS CO.**
**HAMILTON**

# Why the Head Engineer Stands by "Maple Leaf" Belting

## Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

**The Dominion Belting Co Limited**
**Hamilton Canada**

# Fittings Limited

*Manufacturers of Malleable and Cast Iron Pipe Fittings*

**Oshawa**

**If interested, tear out this page keep with letters to be answered.**

# Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

## HARDWARE AND METAL

*"Canada's National Hardware Weekly"*

**143 University Avenue, Toronto, Canada**

**Montreal Branch, Southam Building** **Winnipeg Branch, Union Trust Building**

**Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.**

**If interested, tear out this page keep with letters to be answered.**

# If you sell auto accessories ——

much of your business prestige depends on the fact that you sell Champion Dependable Spark Plugs.

Your customers naturally expect that everything else you sell is equally dependable. Champions are so widely and favorably known for the unequalled service they give that you cannot afford to do without the good-will they bring to your business.

Champion Dependable Spark Plugs are insurance against spark plug troubles. They are factory equipment in over 300 makes of gasoline motors in Canada and the United States.

Secure your share of the repeat business in plug replacements which intensive Champion advertising, and the Champion reputation for dependability, have brought within your reach. You can turn over your stock of Champion Spark Plugs faster than anything else on your shelves.

Order your requirements from your jobber today.

The prices of all Champion Spark Plugs have been reduced as follows;—

| | | |
|---|---|---|
| Champion X (Ford) | now | 85c |
| Champion Regular Plugs | ,, | 95c |
| Champion Heavy Stone | ,, | $1.10 |

CHAMPION
*A-24, ½-inch long*
Price 85c.
For use in Fordson tractors and all engines requiring a ½-inch long plug.

## Champion Spark Plug Co. of Canada, Limited

Windsor Ontario

Largest Factory in Canada Making Spark Plugs Exclusively and the only one making Champions

# Champion

# Dependable Spark Plugs

If interested, tear out this page and place with letters to be answered.

*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII JULY 2, 1921 No. 27

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## The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

## HARDWARE AND METAL

GEO. D. DAVIS, Manager

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone A. 3773; Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West. Woodstock, Ont.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

# *Appliances That are Judged by What They Can Do*

WOMEN judge stores most often by the lines that are carried in stock.

And they judge the lines by the satisfaction they give. Stores that carry the New Canadian Beauty Appliances are better patronized—because Canadian Beauty Appliances have been bought by women, tested thoroughly and have given service **absolutely up to their highest expectations.**

## The New Canadian Beauty Electrical Appliances

please purchasers in every way—appearance, performance, length of life and usefulness—in fact, every article in the entire line meets the most exacting requirements of all women.

The public are keenly interested in electrical appliances. The public realize the immense advantages of the electric iron, the toaster, the grill, the heater, the percolator, etc.

Men and women are beginning to discriminate among the different brands of appliances, **and in this shuffle the Canadian Beauty line has received a very large share of the public preference.**

Our heavy national advertising is making its influence felt. **Have you benefitted any?** Or are you carrying a less popular and less advertised line?

As you know, people are no longer buying in a haphazard fashion.

**In the New Canadian Beauty Appliances the public get service, durability and smart appearance.**

It is a line rich in selling talk—real, truly, honest-to-goodness selling talk.

Order from your nearest jobber or write us direct—tonight.

**RENFREW ELECTRIC PRODUCTS LIMITED**

TORONTO RENFREW, ONT. WINNIPEG

If interested, tear out this page keep with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. JULY 2, 1921 No. 27

# Varnish and Enamel Prices Lowered

## Reductions to a Maximum of 15% Made on Varnishes, White Enamels and Auto Enamels—Save the Surface Program Outlined by Marshall Evans—Protest Use of White Lead in Oil.

CERTAIN lines of varnishes and higher grades of white enamels and auto enamels will now show price reductions to a maximum of 15 percent. according to a decision reached at a meeting in Toronto of the Varnish section of the Paint, Oil and Varnish Association. In announcing this recession on the current quotations, the manufacturers announce that their decision has been based upon reductions that have recently developed in the production costs of such varnishes and enamels, and is a reflection of the lower levels now existing on certain material and other charges. It is pointed out, however, that the decrease has not been generally applied, only special grades in these commodities being listed for price declines. The extent of the reduction will also vary among the different products affected, according to the variance existing between the manufacturers, and the fact that there is no price standard, nor any movement to fix any price level.

### Optimistic Reports.

The members of the Varnish section of the P. O. & V. Assn., also discussed the general conditions at present evident in the varnish business, and co-operation was the keynote of the gathering. Optimism was featured in reports on current business, and many members predicted heavy turnovers for this season. The prices of commodities entering into the manufacture of varnishes and enamels received close attention, as well as the sources of supply. The comparison of business methods, and the outline of future activities in the trade, were other factors referred to.

### Addressed by Marshall Evans.

Earlier in the day, the Paint & Varnish Club of Toronto held a special meeting at the King Edward hotel as a welcome to Marshall Evans of Chicago, President of the National Paint, Oil & Varnish Association. The gathering took the form of a luncheon, and in an informal address, Mr. Evans briefly outlined the Association's work. The extensive progress now being made in the "Save the Surface" and "Paint & Varnish" movements were reviewed and an encouraging viewpoint for the future was submitted. The work the association aimed to accomplish, was also outlined. It was pointed out that the past year had been an exceedingly difficult one for the paint industry generally, but through co-operation and concentration upon existing conditions, the association had been able to materially assist the paint manufacturers and distributors. An important feature of the movement at the present time is the manner in which merchants have been quick to realize the possibilities of the "Save the Surface" campaign, and the brisk seasonable movement of paint and paint products, is in part, attributed to the publicity given in this direction. Other advanced business methods adopted or suggested in various paint circles received close attention.

A fully representative gathering of 34 members welcomed the visiting president, and other out-of-town visitors attending included, W. W. Ingersol, Dougall Varnish Company, Montreal; Geo. Edwards, Secretary, Canadian Paint, Oil & Varnish Association; and A. E. Hay, Pratt & Lambert Company.

### Presentation to T. F. Moneypenny.

Members of the Toronto Paint club took this opportunity to present T. F. Moneypenny, Imperial Varnish & Color Co., with a club bag in appreciation of his services in organizing the local club. Mr. Moneypenny also acted as president for the past two years. The presentation was made by F. J. Penberthy, of Lowe Brothers Co., and a bouquet of American beauty roses was presented to Mrs. Moneypenny.

W. M. Burden, of the E. Harris Co., has been appointed special representative of the club to attend the 17th Annual meeting of the Canadian Association of Master House Painters & Decorators, scheduled to be held at the Chateau Laurier, Ottawa, July 12-13-14.

### Plans for Next Spring.

Plans for the coming year have been a feature of recent discussions of paint manufacturers, and at the annual meeting of the Paint, Oil & Varnish Club, held at the King Edward Hotel, it was decided that strenuous efforts will be made to promote an extensive "Clean-up-&-Paint-Up" campaign in Toronto during the Spring of 1922. The following is a list of officers elected by this body for the current year: J. Anthony, The Muirhead Co., President; F. J. Penberthy, Lowe Bros., Vice-President; W. W. Schoales, Stewart & Wood, Treasurer; and H. E. Hihell, Imperial Varnish & Color Co., Secretary. The following members compose the new Board of Directors: W. M. Burden, E. Harris Co., Ltd.; A. S. Bolton, Bolton Paint Co.; J. D. Craig, Sanderson-Pearcey Co.; and Fred Moore, Benjamin Moore Co.

### Want to Prohibit White Lead in Paint.

An event of specific interest to the paint trade is the proposed attempt on the part of the International Federation of Labor to institute proceedings aimed at the prohibition of white lead in paints. A meeting of these Labor Union representatives is scheduled to take place at Geneva, where it is expected concentrated action will be taken to induce legislature in the principal countries throughout the world,—and especially those more directly affected,—to ban the use of white lead in the manufacture of paint and paint products.

Paint manufacturers point out in rebuttal that this movement will strike at one of the basic principles of the paint industry, and while it is a well-established fact that there are other things that can possibly be used in place of white lead, or as auxiliaries to white lead, the claim is made that they cannot entirely do without white lead, and maintain the present standard or grade of paints.

The origin of such action is placed by Labor's spokesmen upon the possibilities of lead poisoning among the workmen engaged in the continued use of paint for decorative or preservative purposes. They point out that in France and some other European centres, the governments have taken steps to prohibit the introduction of white lead in paint; a ruling which was based upon presentations referring to lead poisoning.

Continued on page 36,

# New Firearms Legislation Announced

## Amendments re Sale or Possession of Offensive Weapons Have Passed House of Commons and Become Law—Available for Enforcement by Local Police Officers.

AFTER much revision the amendments to the Criminal Code, section 118, dealing with the possession or sale of offensive weapons have finally passed the House of Commons and become law. This is a statute which is available for police officers to enforce in the various communities providing they so desire.

There has been so much misunderstanding over this matter that Hardware and Metal reprints herewith the complete law as it stands amended and adopted as law:—

POSSESSING OR SELLING OFFENSIVE WEAPONS—Everyone is guilty of an offence and liable, on summary conviction to a penalty not exceeding One Hundred Dollars and costs or to imprisonment for three months, or to both fine and costs and imprisonment, who—

(a) not having a permit in Form seventy-six, has upon his person, elsewhere than in his own dwelling house, shop, warehouse, counting house, or premises, or is carrying concealed, a pistol, revolver, sheath knife, bowie knife, dagger, stilleto, metal knuckles, skull cracker, or other offensive weapon that may be concealed upon his person; or

(b) sells or, without lawful excuse, gives or lends any such offensive weapon, firearm, air gun, device or contrivance to anyone not being the holder of the permit; or

(c) in the case of a sale, neglects to keep a record of such sale, the date thereof, the name of the purchaser, such sufficient description of the weapon, firearm, air gun, device or contrivance sold as may be necessary to identify it, the date and place of issue of the permit and the name and office of the issuer of the permit, or neglects to send a duplicate of such record by registered mail to the person who issued such permit or neglects to endorse upon such permit, the date and place of sale, the said description of the weapon, firearm, air gun, device or contrivance, and the name of the vendor; or

(d) being authorized to issue a permit, issues it without keeping a duplicate thereof as a record, or having issued a permit, fails to keep any records received by him of sales of weapons, devices or contrivances to the holder thereof; or

(d1) being an alien has in his possession any pistol, revolver, shot gun, rifle, or other firearm or any ammunition for any firearm or any offensive weapon without having a permit therefore, which permit may be issued in the same manner by the same persons and as near as may be in the same form as in the case of the other permits referred to in this section; or

(e) issues a permit without lawful authority.

2 Upon sufficient cause being shown, any officer of the Royal Canadian Mounted Police or of a provincial police or detective force, or any stipendiary or district magistrate or police magistrate or acting police magistrate or sheriff or chief constable of any city, incorporated town or district municipality; *or any person* authorized under the law of any province to issue licenses or permits to carry firearms, or to *hunt or shoot*, or any officer or class of officers or persons thereto authorized by the Governor in Council, may grant any applicant therefor as to whose discretion and good character he is satisfied a permit in Form 76, for such period not exceeding twelve months as he deems fit.

3 Such permit, upon the trial of an offence, shall be prima facie evidence of its contents and of the signature and official character of the person by whom it purports to be granted.

5 Nothing in this section shall apply to the having upon his person or the carrying by any member of His Majesty's Naval, Military or Militia Forces, or by any peace officer or immigration officer of any weapons, devices or contrivances which he is by law permitted or authorized so to have or carry, or to any bona fide sale made by any manufacturer of or person trading wholesale in such weapons, devices or contrivances to any person bona fide dealing in such articles and having an established and fixed place of business.

6 Every peace officer may search any person whom he has reason to believe and does believe has upon his person any weapon, firearm, air gun, device or contrivance contrary to the provisions of this section, and may seize any weapon, firearm, air gun, device or contrivance illegally in the possession of any person without a permit. Any such weapon, firearm, air gun, device or contrivance had or carried in violation of this section shall be forfeited to the Crown to be disposed of as the Attorney General of the Province, in which such forfeiture takes place, may direct. (As enacted by 3-4 Geo. V., c. 13, sec. 4) For the definition of "of fensiveweapon," see section 2, par. 24, ante.

Form seventy-six of the said Act, as enacted by chapter 13 of the Statues of 1913, is amended by inserting the following after the words "insert duration of permit" the words "and county, city town or other limits within which permit is to be in force."

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Continued from page 35.

A counter-claim is made by the manufacturers of paint and its related products, that no careful workman could possibly suffer ill effects from the proportion of white lead in these commodities. They point out that the white lead itself is a composite part of paint, when used in this connection, and that no harm can result when paint is properly applied and sensibly handled.

W. M. Burden, of the E. Harris Co., has been appointed by the Paint, Oil & Varnish Association as their representative to meet and consult with the Canadian Association of Master Painters upon this question. Further developments on this topic are expected to take a prominent part in the deliberations of the latter body at the next annual meeting to be held at Ottawa this month.

**Branch Organization in Montreal.**

Marshall Evans, of Chicago, President of the National Paint, Oil & Varnish Association, together with George V. Hargan, Secretary, and T. F. Moneypenny, Canadian Regenal Vice-President, recently met with officers of the Montreal Paint & Varnish Club in that city. At this gathering, arrangements were completed for a branch organization in Montreal, and J. Irwin, of the McArthur-Irwin Company, was elected President of the new club.

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# What Retailers' Ads. Should Do

**THE ADVERTISEMENTS of a retail store, to obtain and hold the interest of the reader, must do five things, according to an authority who addressed the retail section of the world convention of the Associated Ad. Clubs of the World. They are:**

**1.—Acquaint people with unfamiliar goods.**

**2.—Remind people of things they need.**

**3.—Give information about goods wanted.**

**4.—Direct people where to get the goods.**

**5.—Educate people how to use the goods.**

**Translating this into terms of the store, he continued, it means:**

**1.—Move goods out of the store by telling people you have what they want.**

**2.—Stimulate interest in different kinds or similar goods.**

**3.—Sustain people's interest in the store between purchases or between visits.**

**4.—Develop a sense of value in the customer's mind.**

**5.—Multiply the customer's buying impulse. That is, induce the buying of merchandise which will leave so favorable an impression that customers will come back to your store for their other needs or wants.**

**In the preparation of advertising copy he said department managers and others could make their advertising interesting by following an outline like this:**

**1.—Tell how you got the merchandise.**

**2.—What it is?**

**3.—What it is used for?**

**4.—What it is made of.**

**5.—What colorings?**

**6.—How trimmed or ornamented?**

**7.—What sizes?**

**8.—Prices?**

**9.—Any other information that would help in telling an interesting story to the public.**

# Hints on Seasonable Advertising

*The reproduction of some sample advertisements herewith will give some idea of the lines being advertised by others in the trade in all parts of Canada, and will impart some ideas or suggestions which others may incorporate in their local advertising.*

IN planning the advertising for the month of July, the stock should be carefully scrutinized for a list of articles which will appeal strongly during the hot weather and the various activities which it brings. Herewith are some samples of midsummer advertising which include a wide range of such lines:

"KEEP COOL" is the title of an ad by Woodley & Thompson, Aneroid, Sask., dealing with oil stoves, screen doors, windows and sporting goods. "Now that the warm weather is here" it says "are you still sizzling over a coal fire? If so, it's time you installed a heat-reducing, time-saving and economical oil stove in your home."

"CAMPERS SUPPLIES" are treated in another of the ads which states our sporting goods department offers numerous suggestions these days to those preparing to go to summer camp or cottage. Almost everything required, from a tent to a matchbox, may be found in our display, at prices as low or lower than prevail elsewhere. The following list gives an idea of the completeness of our stock:—Ammunition, canoes, camp beds, camp stoves, collapsible pails, compasses, camp lights (gasoline), camp chairs, cooking outfits, camp cutlery, dunnage bags, disappearing propeller boats; fishing tackle, flashlights, etc., etc.

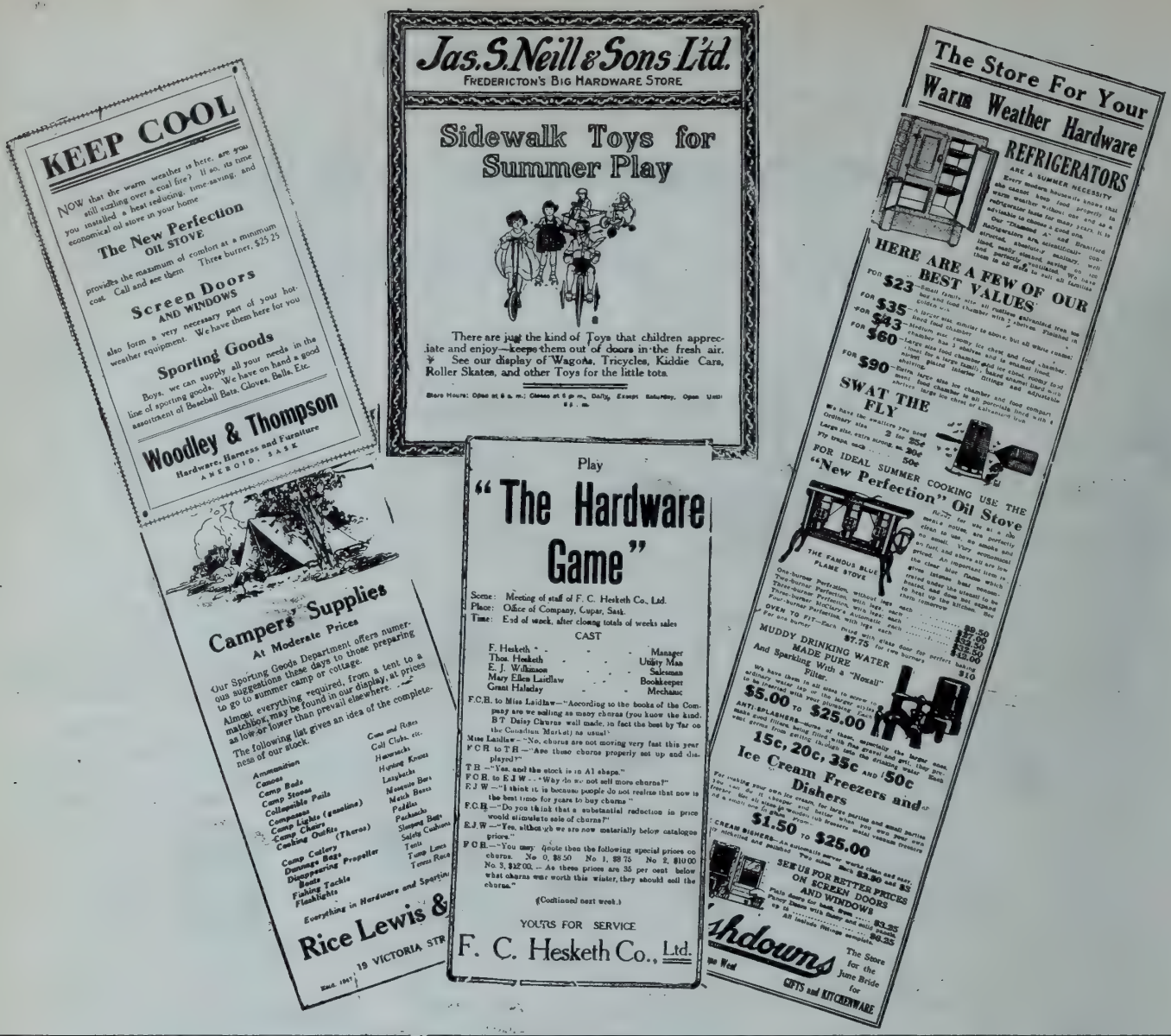
"SIDEWALK TOYS FOR SUMMER PLAY" is the feature of an ad by J. S. Neill & Sons Ltd. Fredericton, N.B. which illustrates children playing on scooters, tricycles, etc., pointing out that these are just the kind of toys that children appreciate and enjoy and which keep them out of doors in the fresh air.

Under the heading "WARM WEATHER HARDWARE' another of the ads illustrated points out that refrigerators are a summer necessity. "Every modern housewife knows that she cannot keep food properly in warm weather without one" it says "and as a refrigerator lasts for many years it is advisable to choose a good one.' Other summer lines illustrated include oil stoves, screens and fly swatters, water filters, ice cream freezers and dishes, etc.

A somewhat novel type of advertising is that shown in the ad by F. C. Hesketh Co. Ltd. Cupar, Sask. taking the form of a conversation between the various members of the staff regarding the sale of churns. This suggests the possibilities of regular conferences among staff members and the value of the various ideas produced thereby.

Lines required for the SUMMER CAMP are illustrated in the ad by Northern Hardware Co. Ltd., Edmonton, Alta. Refrigerators are dealt with effectively in the ads by W. H. Thorne & Co. St. John, N.B. and Ingram & Davey Ltd., St. Thomas, Ont. In the former the point that food protection makes for economy, is emphasized. It points out "You'd be surprised what a big reduction you can make in your grocery, meat and fish bills by the proper protection of food which will also go far in preserving the health of your family and yourself. The best and most economical way about it is to provide your home with a thoroughly dependable refrigerator.

LAWN MOWERS, ROLLERS and other accessories are dealt with on a large scale in the ad by R. T. Holman Ltd., Summerside P.E.I. which points out that people should not wear themselves




out by pushing a heavy lawn mower. Each line is well illustrated and described.

"Men. How would you like to work over a baking hot cook stove three times every day?" is the heading on an ad by Erickson Hardware Co. Ltd. Biggar, Sask. which continues "Your wife has to, unless you provide her with a gasoline or kerosene stove for summer use. You think too much of her comfort to make her suffer needlessly. Come in and pick out a good one for her this week. 1-2-3-4 burners."

Under the heading "ELECTRIC FANS" an ad by Thompson & Sutherland, Nova Scotia, says these fans are used as a means of keeping cool in the largest buildings all over the country. "This comfort can be enjoyed in your own home if you wish" it says "as we have a number of small ones in stock which are made for house use. They are low in price and operating cost. Simply screw the plug into your present electric light fixture. Ideal for sick rooms."

"The days of our (Women's) Years are three score years and ten" is the heading on an ad by F. P. Turner, Port Colborne, Ont. which continues "Twenty-five of these years she spends in the kitchen and seven years are spent over the wash tub. Save half the time with a good stove,—baking dishes,—aluminum cooking utensils—a washing machine and a good wringer. These with a few handy little extras such as an electric iron, toaster, grill and good tools—knives that stay sharp, brooms that sweep clean, cocoa mats that keep the dirt out of doors, are all wonderfully worth while. They save half the time."

An ad on ELECTRIC FANS by J. S. Neill & Sons Ltd. Fredericton, N.B. states "There's a cool breeze for you on the hottest days, no matter where you are, if you have one of these fans in the home. A fan can be moved to any room in the house and the whole family can enjoy the cooling breezes and be comfortable. For the office, too, an electric fan is indispensable—enables one to work more efficiently in the warmest weather. See our display."

FISHING TACKLE WEEK, is announced in a recent ad by W. H. Thorne & Co. St. John, N.B. which extends an invitation to inspect the fishing tackle showing, comprising fishing rods of teel, lancewood, greenheart and split bamboo, etc. Sea shore toys are dealt with in another ad by the same firm which states "Sand toys and sea breezes, with bright sunshine, bring long hours of keen, healthful pleasure to the little ones these days. And there are so many sea shore toys in our big new showing which comprises kiddie-kars for running over the smooth sands, jingle kars, sand pails and shovels, sail boats, mechancial boats, sand sieves, etc.

Still another ad by the same firm, under the heading MOTOR CAR LUNCH SETS, says "Exactly what you need when touring, or on a day's outing. Completely equipped with plates, food containers, vacuum bottles, drinking cups, knives, forks, spoons and napkins snugly packed in an attractive, strong case, which can be strapped to the running board or conveniently carried inside the car."

An ad by this firm dealing with BICYCLES states "Get away on a——" Away into the country, after supper these long light evenings and on Saturday afternoons, away from the noise and confusion of the city, away from everything that looks like work, and enjoy the fresh air and happy, healthful exercise. Get away on a——the light, strong, graceful wheel that glides along so easily at the slightest touch of the pedal, the wheel that stands up under long, hard strain and gives the most in service.

*Realistic fishing scene which is said to have caused a considerable rush of business in fishing tackle. The fine trout displayed were caught by a member of the staff of W. H. Thorne & Co. St. John, N.B. and the idea of showing the fish is to indicate the real results possible from the use of the lines displayed. The window dresser is firmly convinced that the ultimate achievement must be shown vividly before people can be persuaded to buy.*

# Effective Bait for Fishing Tackle Trade

## Realistic Fishing Scene Depicted in Window Display Draws Much Business—Importance of Showing Reasons for the Display—A Good Batch of Trout to Whet the Appetite of the Prospective Angler

For a week or two before the fishing season opens in earnest the St. John hardware merchants make special efforts in getting after the fishing tackle business. W. H. Thorne & Co., Ltd., recently made a big drive, and ran what they called a "Fishing Tackle Week." For several days before the drive, their window trimmer, W. J. McIntyre, was busy figuring out something special, and the result was that he put in a window which was declared by many admirers to be the very best display ever made by Thornes. It was not what might be termed a display of stock, but rather a fishing scene, and was so real that a person had almost to pinch himself to be sure that he was not really out in the woods.

### Realistic Scene

The back ground was a large water color painting, showing mountains, forests and a stream, and was faced up on either side by small trees cut from the woods near St. John. The figure of a fisherman was cut out of beaver board, and painted to represent a man with full outfit of fisherman's clothing. Over his shoulder hung a willow fishing basket, and a steel trout rod was attached to his hands. A large boulder was also made of beaver board on which the fisherman was placed, and several smaller ones were placed around his feet. Although the cut shown does not do full justice to the window trim, it gives the reader a good idea of what it looked like.

### Showing a Reason

Two or three fishing outfits were displayed, and also a good assortment of flies. There is nothing like showing a reason when urging the public to leave their money with the merchant, and Thornes, fully realizing this, made a display of actual trout caught with their tackle. These were placed in a galvanized iron box, laid on ice, and given a prominent position in the front of the window. A card was placed in front of the trout calling the attention of the publice to the fact that they were caught with Thorne tackle, and also gave the name of the fly used, which was the March Brown. The work of the window was easily checked up, for every fishing tackle customer was almost sure to ask for a few March Browns to be placed in his assortment of flies. W. O. Bagnell, manager of the Sporting Goods Department, told HARDWARE AND METAL that the window trim had proved to be a real business getter, and that the idea of placing trout on view was the means of putting life in the display, and made the followers of Isaac Walton unable to pass the window. The results Thornes have obtained from this window trim go to show that it pays to spend money on window displays, and as backgrounds can be used over and over again, the first cost is soon overcome. The back ground shown will be used for a hunting trim, for a camping outfit trim, for vacation supplies, and also may be used with a display of automobile accessories. Many of the St. John Dry Goods houses have been using scenic back grounds, but this firm were the first hardware merchants to adopt the idea in St. John.

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### PUBLISHING UNDER STRIKE CONDITIONS

**Since the issue of June 4, Hardware and Metal has been published under strike conditions, the printers and allied trades having made demands for less hours and an increase in wages which this and other publishing firms considered impossible and entirely foreign to the present tendency toward lower prices and decreased costs. We would therefore ask the temporary indulgence of our readers, if this issue is a little late. Complete service on news, trade features, market reports etc., is being continued as usual and plans are being perfected whereby regular date of publication is expected to be resumed very shortly, irrepective of those on strike.**

Hardware and Metal

*Canada's National Hardware Weekly*

Member Audit Bureau of Circulations Member Associated Business Papers

*The Only Weekly Hardware Paper in Canada*

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal Vancouver Toronto Woodstock Winnipeg

## THE NOBLE ORDER

UNDER the heading "The Noble Order of the One in Six" a writer in a recent issue of The Red Book Magazine, tells a little story which exemplifies clearly what constitutes one of the fundamental difficulties with business today. The story relates how a colored man, carpenter by trade, called at the door of a friend's house and remarked that his fence needed fixing, adding that he would be glad of the work and would put the fence in first class shape for a certain sum. He draws the moral that though there had possibly been hundreds of carpenters pass his house with complaints on their lips over the lack of business, it remained for this carpenter to seize the opportunity and look for business which did not come to him.

He tells much the same story about a plumber who came to another friend's house and asked about the hot water, knowing that there is frequently something the matter with the hot water system and this would provide him with a lead to getting other business.

The writer goes on to quote a number of successful business men who have made the statement that the "fat-witted majority are about six times more numerous than those with energy and initiative, and concludes with a plea for more members of the Noble Order of One in Six who are wasting no time grumbling but are busy getting men and machines into motion again.

## JUGGLING RETAILER'S REPUTATION

QUOTING statistics concerning the cost of living is becoming a frequent practice these days on the part of both employers and employees, these quotations sometimes varying greatly according to which side is being argued. In connection with attempts to settle the question of an increase or decrease in wages for the coming season, this matter is being constantly referred to, and in this process the reputation of the retail merchant is largely at stake. Some employees claim that retail prices have not been reduced, blaming the retailer in some cases for not passing on reductions announced by wholesalers and manufacturers. Employers on the other hand, as an argument for paying less wages, state that the prices of manufactured articles have been reduced and that retail prices must be reduced accordingly but they have no proper or authentic means of knowing exactly what that decrease is.

There are difficulties in the way of anyone who attempts to make such comparisons, and it is to be regretted that the retail merchant has frequently been unjustly blamed because those making up such statistics have not been careful to guard against these difficulties. It is difficult, for instance, to ascertain the actual percentage of reduction of retail prices by selecting one or two articles here and there and comparing the prices of today with those of a year ago. In nearly every line of retail trade there are various qualities of the same line of goods, and in order to make a proper comparison the price of today of any article must be compared with the price of the article of the same quality and grade sold a year ago.

Retail merchants are the ones best acquainted with retail prices and the various qualities of merchandise sold, and retailers should therefore be considered in framing statistics which are given such wide publicity, and which affect their standing in the community which they serve.

## EFFORTS HAVE BORNE FRUIT

AFTER a great deal of revision, section 118 of the Criminal Code, dealing with the ownership and sale of offensive weapons has been amended in such a way as to be more acceptable to the retail hardware trade and to customers at large, and the amended section has just now become law. No doubt the representations made on behalf of retail hardware merchants through certain trade papers including Hardware and Metal, helped to show the shortcomings of any such legislation as war originally planned whereby any purchaser, whether a British subject or an alien, had to secure a permit to purchase practically any kind of weapon and was compelled to secure permit for inoffensive weapons kept as souvenirs.

Under the present law a person, other than an alien, is allowed to have a pistol, revolver, or other weapon that might be concealed upon the person, in his dwelling house, shop, warehouse, counting house or premises without a permit but must not carry it on his person. A merchant is liable to penalty if he sells a pistol, revolver, sheath knife, bowie knife, dagger, stilleto, metal knuckles, skull cracker or other offensive weapon that may be concealed upon the person, without purchaser holding a permit for same. The law makes it an offense for an alien to have in his possession, without a permit, a pistol, revolver, shot gun, rifle, or other firearm or any ammunition. It is therefore evident that British subjects in purchasing a shot gun or rifle do not need a permit and that permits are not necessary for souvenirs except in the case of aliens. These are the chief points of interest in the new law and ones which will be received with much gratification by the retail hardware trade.

# Events in the Trade

## PERSONAL

T. F. Moneypenny, of the Imperial Varnish & Color Company, has left for a business trip through the Western Provinces, Mr. Moneypenny expects to call on the principal distributing agencies between Ontario and the Coast, and the tour is planned to cover a period of some three or four weeks.

## INCORPORATIONS.

Lindsay Foundry & Pattern Works Ltd. has received Ontario incorporation with capital of $25,000 and head office in Lindsay, Ont., to carry on foundry and pattern works business.

City Battery Shop Ltd. has been incorporated in Ontario with capital of $50,000 and head office in Toronto to manufacture and deal in storage batteries and other batteries, and electrical apparatus.

A. H. Power Furnace Co. Ltd. has been incorporated in Ontario with capital of $40,000 and head office in Toronto to manufacture stoves, grates, furnaces, gas ranges, electrical fixtures, etc.

## OBITUARY

The death of Webster James Virtue, (popularly known as "Jim") at Bowmanville Hospital, removes one of the oldest commercial travellers covering Ontario. The late Mr. Virtue was born in Hampton forty-two years ago, and for the last twenty-two years has been associated with the Sheet Metal Products Co. of Canada, Ltd. of Toronto. On joining this Firm, he graduated from the warehouse, through the Purchasing and Sales Departments, and for the first twelve years, covered that territory between Toronto, Owen Sound, Midland, Collingwood, Penetang and Parry Sound, and more recently, for several years past, has been covering Eastern Ontario, The funeral was largely attended by several hundred friends from the surrounding country, including the Vice-President, and several managers of the various departments, of the Sheet Metal Products Co. of Canada, Ltd. of Toronto.

## COMMENCE BIG HOTEL IMMEDIATELY

Montreal.—Work on Montreal's new hotel will commence at once. The site must be cleared of present buildings within 45 working days, when the contractors, Thompson & Starrett Co., New York, will begin building operations.

## BURGLARS VISIT ONEIDA COMMUNITY CO.

Niagara Falls, Ont.—A bar of silver, weighing 7,450 ounces and valued at sixty cents an ounce, with a total value of about $5,000, was stolen from the plant of the Oneida Community, Limited.

## COMMENCES ELECTRO - PLATING GALVANIZING AND OXIDIZING.

Hamilton, Ont.—A new departure for The Hamilton Gas Mantle Co., Ltd., is the establishment of The Standard Electro Plating Works, 18 Ferguson Ave., N. Hamilton, where electro plating in nickel, copper, brass and silver will be done, along with galvanizing and oxidizing.

## TORONTO HARDWARE MERCHANTS' PICNIC

Hardware merchants of Toronto will hold their annual picnic to Long Branch Park on July 20. Complete plans are being made for a series of games and competitions and an enjoyable outing is anticipated.

## MERCHANTS ENTERTAIN SOLDIER PATIENTS

The North End Merchants' Association of Toronto recently provided a very enjoyable outing for the convalescent soldiers of the Christie Street Military Hospital. Prominent among those providing the entertainment was W. Walker and Son Co., Ltd.., wholesale and retail hardware merchants. "Bert" Walker is a member of the Executive Committee of the association and helped along the plans by providing the firm's trucks and some autos.

The procession consisted of four trucks and 40 cars. On the first truck was a house inside which were 24 soldiers. A phonograph with an amplifier attachment provided music and attracted much attention. The picnic was held at Long Branch, a late resort near the city. Baseball and other games were provided, the merchants assisting the soldiers who were unable to participate fully owing to their physical shortcomings. Many prizes were given for the winners of the various contests. In the evening a dance was held, some of the hospital sisters having accompanied the soldiers, and refreshments were served, following which the cars returned and made a round of the city. The soldiers were highly enthusiastic for their splendid entertainment and thanked the merchants profusely.

## WESTERN NOTES.

John Dezall's hardware store at Westlock, Alberta was broken into last week and two rifles and other goods stolen.

## WESTERN HARDWARE STORES AND LUMBER YARDS UNDER NEW OWNERSHIP.

SASKATOON, Sask.—The Western Canada Sawmill Yards, Limited, Saskatoon, has sold out to the Security Company, Limited, of Moose Jaw. The transaction involves over half a million dollars. Under the terms of the sale the 31 retail lumber yards and eight hardware stores operated by the Western Canada Sawmill Yards Limited become the property of the purchasing company, which will now operate 78 retail lumber yards and ten hardware stores in Saskatchewan.

The Security Lumber Company will continue to operate the local retail yard of the Western Canada Sawmill Company, on Manitoba avenue, and will increase the wholesale department, making this the distributing point for the 40 yards belonging to the company in the northern part of the province. J. W. Hamilton will have charge of the company's business in Saskatoon.

The Western Canada Sawmill Yards, Limited, was organized in 1910, since which time it has maintained its head office in Saskatoon, gradually organizing a string of retail lumber yards over the entire province. W. E. Kirsch was appointed general manager in 1914. Under the new arrangement he will become general manager of the Security Lumber Company Limited, with head office at Moose Jaw. He was formerly assistant general manager of the Security Lumber Company.

## NORTHERN ALBERTA HARDWARE CLUB CONVENTION.

Edmonton, Alta.—The midsu mmer convention of the Northern Alberta Hardware club, took place in this city on Wednesday June 22. The program was as follows:

10 a. m.—Assembly in front of the Macdonald hotel, and sight-seeing drive around the city, taking in Parliament Buildings, University, industrial plants, wholesale and residential sections.

12.30 p.m.—Luncheon to the members and their wives, as guests of the Marshall-Wells Alberta Wholesale, in the cafeteria in their new building.

2 p.m.—Business session of the convention in cafeteria of Marshall-Wells building.

6 p. m.—Banquet to members and their wives, as guests of Revillon Wholesale in Macdonald hotel.

Following the banquet, the business of the convention having been completed, and an evening session found unnecessary, theatre parties were formed, and an enjoyable social opportunity afforded.

# New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

### NEW PATTERN 1847 ROGERS SILVERWARE.

"Ambassador" is the latest pattern which characterizes the product of 1847 Rogers Bros. silverware, being manufactured by Meriden Britannia Co., Ltd.,

Hamilton, Ont. This new pattern combines a distinctly new decorative design with a graceful outline and is expected to make a strong appeal to lovers of quality silverware. This new pattern is being distributed to the trade and it is being given attractive publicity through the leading trade papers and national publications and also through the merchants by interesting "selling helps." The new pattern is said to be noteworthy for its freshness of design and authoritative style, and its high quality is claimed to insure years of faithful service. This design of silverware is in a soft grey finish which is said to add materially to its beauty. The name "Ambassador" was chosen because of the suggestion of dignity and beauty which it conveys, through the fact that the true ambassador is at ease wherever he may be, and distinguished, whatever his surroundings. The pattern is made in only the best quality silverware.

### CUTTER BAR FOR LAWN MOWERS

The Lane self-adjusting cutter bar and blade takes the place of the present lower blade and carrier on lawn-mowers, and is made in lengths to fit any mower, old or new. It employs a new principle in the contact between the rotating blade and the lower blade.

With this cutter bar the lower blade is spring-pressed against the rotating blades, thus giving cutting contact at all times, and eliminating the constant necessity for adjustment.

The manufacturers claim that with the application of this device the action of lawn mowers is rejuvenated. The Lane cutter bar can be easily attached, and is manufactured by The Chas. E. Ellis Co., Newark, N.J.

### WARNING RE STOCKING EXPLOSIVES

The first fine to be imposed under the order in council of March 6, 1920, with reference to the keeping of explosives, in St. John, N.B. was on June 20, when a contractor was fined $200 for unlawfully keeping a quantity of dynamite in a shed while working for the City. The Hardware merchants of St. John, in order to comply with the law, store their stock of explosives some distance from the city, and consequently it is necessary for contractors to place their order somehow before they actually need the dynamite. Any explosives, wherever kept, come under the supervision of a government official, who has power to regulate the storage, management and transportation (except by railways).

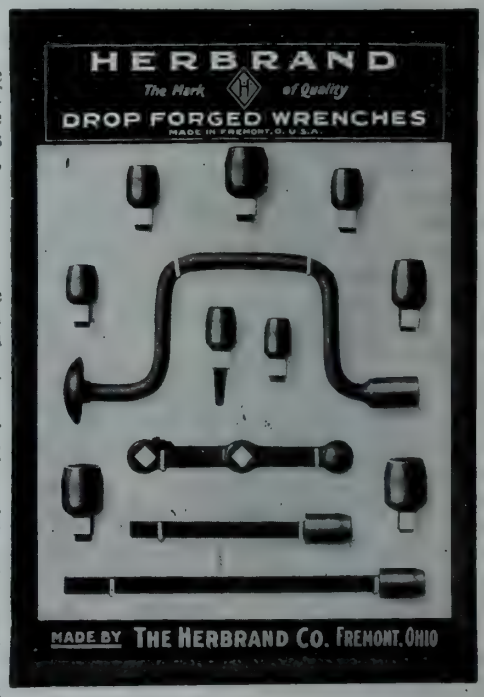
Therefore, any contractor handling a big job and requiring a large amount of dynamite, must take up the matter with the government representative. The contractor in question had not done this.

The government's attorney advised all persons handling explosives to apply to Ottawa for the order-in-council governing their use, as ignorance of the law would not in future be taken as an excuse.

The contractor pleaded ignorance of the law, but guilty of the charge, and owing to the fact that this was the first case in St. John and district, and that the contractor did not knowingly break the law, the attorney for the government did not press the case, and recommended that the fine be allowed to stand.

### HERBRAND SOCKET WRENCH SET

The Herbrand auto socket wrench set includes a complete assortment of auto wrenches—sockets to fit every sized nut, and braces, handles and extensions that enable a car-owner, it is claimed, to reach any nut of his machine. Complete sets consist of 13 pieces, including braces, sockets, T and L handles, 6 inch and 10 inch extensions, and an adapter.



# Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

ANOTHER large budget of price recessions has been recorded this week, many prominent and important lines being affected. Declines are announced on rope and cordage, the prices on these products receding to approximate levels existing before the recent advance noted during May. Quotations on cotton and seine twines have been lowered and revisions are shown on both steel and brass escutcheon pins. The long list of price changes on hardware commodities includes lower levels on both lamp and stove wicks; a decrease on prices on bale ties; reductions on stove rods; and a revision on one line of cabinet locks. A 10 per cent. reduction on practically all kinds of drills is also announced. Slight recessions are noted on Canada plate prices also on terne and tin plates. The paint markets are featured with an announced reduction on high-grade varnishes and certain lines of white and auto enamels varying up to a maximum of 15 per cent. There is a prevailing anticipation that iron and steel prices will drop early in July. It is noticeable that the only price advance recorded is on plate glass and the higher level on this product is attributed to shortage of stocks combined with an increase in replacement costs.

## Montreal Markets

MONTRLAL, June 30.—Rope and cordage feature the hardware markets this week with a decrease in prices. Not two months ago these products offered a feature in the line of an advance, but the decline now effective brings quotations to the former levels. Canada plates, terns plates and tin plates show a slight reduction, and iron and steel is now a little easier. The cotton goods, consisting of wrapping twine and candle wick packing are reduced from 10 to 20 per cent., and all kinds of drills show the same reduction. Yale cabinet locks are revised to slightly lower prices through a new price list issued, and escutcheon pins now have new discounts. Bench axes also follow other axes with a decline of approximately 10 per cent. Corrugated sheet, pipe, pipe fittings, range boilers, and lead products are unchanged in prices.

The summer season is now well in hand, when the hot weather usually brings a slackening of sales but jobbers report business quite satisfactory.

### Rope and Cordage Prices Reduced

**Montreal.**

A decline is noted, taking effect July 4th, in prices on rope and cordage. Pure manila shows a decrease of 2½ cents per lb. Beaver or New Zealand manila 2 cents, while Sisal and lath yarn have been reduced 1½ cents per lb.

On May 16th, rope and cordage prices were advanced, which according to manufacturers and distributors was necessary on account of the gradual rise in the price of fibre. Now, however, quotations dropped practically to the levels previous to this advance, manufacturers now stating this is to keep in line with costs on raw materials and other production costs. The demand for cordage all season has been very quiet, and with hay and the harvest season now drawing to a close little improvement is yet in evidence.

The binder twine is also moving very slowly, dealers who in previous years had their orders placed well ahead are still holding off. Prices are unchanged at the opening quotations in the spring months and will be found on the current market pages.

### Drill Prices Reduced

**Montreal.**

Prices on practically all kinds of drills, including straight, taper, bit stock and blacksmith's shank, have been reduced approximately 10 per cent.

### Cap and Set Screws Lowered in Price

**Montreal.**

New discounts are now given on square and hexagon cap screws, also set screws, with a reduction now noted. Cap screws, both hexagon and square head are now quoted less 40 per cent., set screws less 45 per cent.

### Bench Axe Prices Decline

**Montreal.**

Following the reduction of other axes last week, bench axes now show a reduction of approximately 10 per cent.

### Candlewick Prices Down

**Montreal.**

Candlewick packing shows a marked decline, following the easier tendency of cotton goods. A reduction of about 2 per cent. has been made.

### Escutcheon Pins Have New Discounts

**Montreal.**

A reduction has been made in prices of both brass and steel escutcheon pins, with the following discounts now quoted; steel, less 40 per cent., brass less 35 per cent.

### Yale Cabinet Locks Revised

**Montreal.**

Through a new price list issued by Yale & Towne, cabinet locks of their make have undergone a revision with a reduction in almost all lines.

### No Change in Lead Goods

**Montreal.**

Prices on the different lead products are unchanged, and are a little firmer than in the past two weeks. Pig lead on the primary markets has again steadied, although now settled at a little lower basis than formerly. Spelter is yet uncertain, being quoted at a very low figure, but tin has left the declining market, temporary at least. With these metals chief in the manufacture of all lead products, the market is not so much in a downward trend

as formerly. Although sales are still fair, a slight falling off is reported in the last week or so. Following are the present current prices:

| | |
|---|---|
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends | 10% off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 11 |
| Do., 3 to 3½ lbs. sq. ft., lb. | 0 10¾ |
| Do., 4 to 8 lbs. | 0 10 |
| Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra. | |
| Solder, guaranteed, lb. | 0 29½ |
| Do., strictly, lb. | 0 27½ |
| Do., commercial, lb. | 0 24½ |
| Do., wiping, lb. | 0 25¼ |
| Do., wire, lb. | 0 37½ |
| Zinc sheets, casks | 0 11½ |
| Do., broken lots | 0 12 |

## Corrugated Sheets Have Fair Sales

**Montreal.**

With no changes in the list on corrugated sheet prices, sales are said to be fair at present. The present weather, although warm, is very favorable to outside building and is undoubtedly assisting the movement of this material. Following is the unchanged list:

**CORRUGATED SHEETS**

| | Per 100 Sq. Ft. |
|---|---|
| No. 28 gauge | 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 13 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 18 00 |
| No. 18 gauge | 24 00 |

Less 7½%.

## Sorting Demand for Fittings

**Montreal.**

Business in pipe fittings is fair, a continued sorting demand being shown. No price changes have been made, and current quotations follow:

**PIPE FITTINGS**

| | | |
|---|---|---|
| Cast iron fittings | | 20% |
| Bushings, cast | | 30% |
| Do., malleable | | 30% |
| Flanges | | 27% |
| Plugs | | 22½% |
| Flange Unions | | 20% |
| Malleable Unions | | 40% |
| Dart Unions, black | | 29% |
| Do., galv. | | 8% |
| Nipples, ⅛ to 4 in. close and short | | 40% |
| Do., long | | 50% |
| Do., 4½ to 8 in., close and short | | 30% |
| Do., long | | 40% |
| Couplings, 4 in. and under | | 20% |
| Do., 4½ in. and larger | | Net list |
| Pound goods— | Black | Galv. |
| Class B | 0 20 | 0 28 |
| Class C | 0 13 | 0 20 |

Add 10%.

## Wrought Pipe at Same List

**Montreal.**

Wrought iron and steel pipe continue to sell under list No. 51, shown on current market pages. The movement of piping is little changed in recent weeks, sales being more or less irregular and stocks of all sizes are in good shape at present.

## Boiler Prices Hold

**Montreal.**

The reduced price list on range boilers, which came into effect a few weeks ago, remains unchanged notwithstanding a further revision to higher levels was expected immediately following. Sales are still mostly of the 30 gallon boiler, and these are moving in small numbers but orders fairly numerous. Following are present quotations:

| RANGE BOILERS | Standard | Ex. Heavy |
|---|---|---|
| 30 gallon | 8 75 | 11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |
| 82 gallon | 35 00 | |
| 100 gallon | 45 00 | |
| 120 gallon | 54 00 | |

## Nail Prices Unchanged

**Montreal.**

Wire and cut nails continue to sell at prices given some weeks ago. While quotations on some of the allied products, such as fence staples and wires generally, have recently undergone a revision to lower prices, nails are holding. Jobbers state a slight falling off in sales has been noted in the past two weeks, but the movement is considered fair for this season. Wire nails are quoted at $4.55 base, cut nails, $5.10 base.

## Lower Sheet Prices

**Montreal.**

Last week the prices of black and galvanized sheets showed a slight decline, with the range still quoted. This week finds the same proportional decrease in prices of tin plate, terne plate and Canada plate. Reports from the United States markets state that a formal announcement of lower prices would be made on July 1st. However, recent developments in the market hardly makes this necessary as producers are again meeting all competition as it develops with reduced figures. Whether another serious outbreak of price cutting will develop is hard to determine, but hardly thought likely at present with the low levels now reached. Following are the local quotations:

**BLACK SHEETS**

| | | |
|---|---|---|
| 10 gauge | 5 00 to | 6 00 |
| 12 gauge | 5 05 to | 6 05 |
| 14 guage | 5 35 to | 6 35 |
| 16 gauge | 5 45 to | 6 45 |
| 18-20 gauge | 5 80 to | 6 80 |
| 22-24 gauge | 5 85 to | 6 85 |
| 26 gauge | 6 00 to | 7 00 |
| 28 gauge | 6 10 to | 7 10 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

**GALVANIZED SHEETS**

| U.S. Standard | | |
|---|---|---|
| 10¾ oz. | 8 00 to | 9 00 |
| 28 gauge | 7 50 to | 8 50 |
| 26 gauge | 7 25 to | 8 25 |
| 22-24 gauge | 7 00 to | 8 00 |
| 20 gauge | 6 75 to | 7 75 |
| 18 gauge | 6 75 to | 7 75 |
| 16 gauge | 6 75 to | 7 75 |
| 14 gauge | 6 75 to | 7 75 |
| 12 gauge | 6 75 to | 7 75 |
| 10 gauge | 6 75 to | 7 75 |
| **English Standard** | Queen's Head. | Fleur-de-lis |
| 28 gauge | 10 00 to | 9 25 |
| 26 gauge | 9 75 to | 9 00 |
| 24 gauge | 9 15 to | 8 60 |
| 22 gauge | 8 80 to | 8 15 |
| 18-20 gauge | 8 10 to | 8 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

**BRIGHT TIN PLATES**

| | Box |
|---|---|
| 20 x 28 x 100 lb. basis | $18 00 |
| 20 x 28 IC, 112s | 18 50 |
| 20 x 28 IX, 112s | 20 50 |
| 20 x 28 IXX, 56s | 11 75 |
| 20 x 28 IXXX, 56s | 12 50 |

**TERNE PLATES**

| | |
|---|---|
| 20 x 28 IC, 112s | 17 50 |

**CANADA PLATES**

| Dull | |
|---|---|
| 18 x 24 x 52s | 7 25 |
| 18 x 24 x 60s | 7 35 |
| 18 x 24 x 75s | 7 45 |

## Iron and Steel Easier

**Montreal.**

Local prices on iron and steel bars show no change, but the market tendency is again easier than it has been in the past few weeks. Reports from the United States mills are far from encouraging, and lower prices are again quoted by the different producers to meet competition. This has not reached the local market at present, but it would not be surprising if slightly lower figures are reached in the near future. Stocks are at present reasonably low, buyers continuing their method of purchasing only as the demand requires. Present prices are the following:

**IRON AND STEEL BARS**

| | |
|---|---|
| Common bar iron, 100 lbs. | 3 70 |
| Refined iron | 5 20 |
| Iron finished machinery steel | 3 75 |
| Mild steel | 3 70 |
| Band steel | 3 70 |
| Single reeled machinery steel | 5 75 |
| Spring steel | 5 00 |
| Sleighshoe steel | 3 70 |
| Tire steel | 3 90 |
| Toe calk steel | 4 60 |
| Harrow tooth steel | 3 85 |
| Mining tool steel, per lb. | 0 23 |
| Black Diamond tool and cast steel | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

## Ingot Markets Irregular

**Montreal.**

The metal markets are somewhat irregular with little change in prices, but business very quiet. Little variation from the present dullness is expected in the near future, as the following summer months usually prove quiet on the metal markets.

TIN.—Tin is very quiet both in London and New York, with the market almost unchanged from day to day. Consumption remains very light while stocks are increasing with the result that the outlook for any improvement is small at present. Local quotations are 36½ cents.

COPPER.—After having declined steadily during the past week, the markets both in London and New York seem slightly steadier, but there is still not a great volumn of buying. Electro is quoted at 18 cents, casting at 17¾ cents.

LEAD.—This has shown some improvement both in London and East St. Louis, and conditions on this metal are probably better than on the others. A steady market is looked for, with a possibility of higher levels. Present local quotation is 7 cents.

SPELTER.—East St. Louis touched the new low point of $4.25, this being the lowest level in 15 years. Such facts speak for themselves, and it is only a question of time before there is an improvement. Local price 7¼ cents.

ANTIMONY.—Offers from the East are on a slightly lower basis, prices now are so low that it is evident they cannot continue. Local price unchanged at 7½ cents.

ALUMINUM.—Aluminum continues very dull on the market, with quotations remaining at 32 cents.

# Toronto Markets

TORONTO, June 30.—There is a general expectation prevailing that lower prices on iron and steel will become effective early in July. Reductions in rope and cordage are also made effective, July 4. Cotton twines have been reduced in price this week and revised quotations are shown on both brass and steel escutcheon pins. Further declines are noted on solder prices, due to the easier tone on the primary markets. Lower prices also prevail on both lamp and stove wicks, while a reduction has been announced on stove rods. In line with recent recessions in steel product prices is the decrease noted on bale ties. Further declines are also looked for on crude oils, and this situation will possibly be reflected in future prices on gasoline. There has been a slight lull recorded in business on pipe, and pipe fittings, eavestrough, conductor pipe and elbows, and also corrugated sheets. On the other hand an improvement is reported in the volume of sales on compression goods. The lower price list is still effective on range boilers, and the anticipated settlement remains in doubt. An easy market tone is shown on copper and brass, and the boiler tube situation is generally dull. A quiet period is also evident in sheets and plates. There is very little activity in waste materials, and only a small variation on ingot metal prices.

## Quotations on Rope and Cordage Recede

**Toronto.**

It has been announced that, effective July 4, rope and cordage prices will recede to approximately the previous levels existing before the recent advance was made in quotations on May 16. The decline is attributed by local manufacturers and distributors of rope and cordage to the falling off in the hemp markets, and it is stated that the price fluctuations are chiefly caused through the effort to closely follow these various ranges from time to time in effect. The extent of the reduction is 2 cents per lb. on Beaver and New Zealand manilla, 2½ cents on pure manilla, and 1½ cents per lb. on sisal and lath yarn. Following are the new base prices:

**ROPE**

| | |
|---|---|
| Pure Manilla basis | $ 0 23 |
| Bea ver Manilla basis | 0 19 |
| New Zealand hemp basis | 0 19 |
| Sisal basis | 0 17 |
| Single lath yard basis | 0 17 |
| Double lath yarn | 0 17½ |

## Revised Quotations on Escutcheon Reductions

**Toronto.**

Reductions have been announced on escutcheon pin quotations covering both brass and steel. The revised prices are: steel, 40 per cent. off list, and the new discount on brass escutcheon pins is 35 per cent.

**Reductions in Wick Prices.**

**Toronto.**

Lower quotations now prevail on both lamp and stove wicks. The reduced prices are as follows:

**Toronto.**

**LAMP WICK**

| | Per gross |
|---|---|
| No. 0 | $ 69 |
| No. A | 90 |
| No. B | 1 25 |
| No. D | 2 00 |

**STOVE WICK**

| | |
|---|---|
| 3-inch | 5 25 |
| 3½ in. | 6 15 |
| 4 in. | 7 40 |

## Further Decline in Solder Prices

Solder prices have dropped again this week. The revised quotations are slightly lower, and follow the declining trend on the primary markets. Although weak in tone, prices on lead pipe and sheets are still maintained at previous levels. The decrease in solder shows an average price lowering of one cent per lb. on the quotations listed last week, but a range is noted in the extent of the decline on various grades. The new prices follow:

**LEAD AND ZINC GOODS**

| | |
|---|---|
| Lead, pipe, list, per lb | 0 12½ |
| Lead waste pipe, list, per lb | 0 13½ |
| Do., over 8 in., list, per lb | 0 14½ |
| Lead pipe is subject to a discount of | 10% |
| Lead traps and bends | 10% |
| Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb. | 0 09½ |
| Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1 ct. lb. extra. | |
| Solder, wire, per lb | 0 32 |
| Do., strictly, lb. | 0 23 |
| Do., commercial, lb. | 0 21 |
| Do., guaranteed, lb. | 0 26 |
| Do., wiping, lb. | 0 20½ |
| Zinc sheets, per lb | 0 13 |

## Lower Prices on Stove Rods

**Toronto.**

A slight reduction has been announced this week in prices on stove rods. The revised quotation is now 8½ cents per lb.

**Toronto.**

## Cotton Twines Reduced

**Toronto.**

As forecasted in the market report contained in a recent issue of Hardware & Metal, price recessions are now effective on cotton twine. The new lower quotations are as follows:

**COTTON TWINES**

| | Per lb. |
|---|---|
| 3 ply, in regular size balls | $ 40 |
| 3 ply, on cones | 36 |
| 4 ply, on cones | 39 |

## Bale Tie Prices Lower

**Toronto.**

Following the recent lower prices on wire, and wire nails, a reduction has been announced on bale ties. The revised quotations follow:

**BALE TIES**

| | No. 12 | No. 13 | No. 13½ | No. 14 | No. 15 | No. 16 |
|---|---|---|---|---|---|---|
| Single Loop | $5.65 | $5.80 | $5.90 | $6.05 | $6.30 | $6.65 |
| Cross Head | $5.95 | $6.10 | $6.20 | $6.45 | $6.90 | $7.55 |

F. O. B. Hamilton, Toronto or Montreal

## Expect Lower Prices on Steel and Iron

**Toronto.**

Reports received from local ware houses indicate that reductions in steel prices are expected early this month. Local distributors of bar iron and steel state that current business consists of very small orders only, and that a waiting tendency has developed owing to the anticipated price declines. Reports in the primary steel markets, however, indicate that there is no longer any strict adherence to the prices recently announced by the Steel Corporation. Rumors that another formal announcement of lower prices would be made in July have circulated through the trade generally; but current market developments appear to be making any such procedure almost unnecessary, as all producers have been meeting competition as it develops, with the result that price reductions have been recently in evidence. This tendency on the part of the steel mills to cut quotations, has been naturally reflected in local price revisions and slight recessions on steel and steel products during recent weeks. Following are the latest available quotations:

**STEEL AND IRON**

| | | |
|---|---|---|
| Mild Steel, 3-16 in. | | $ 4 10 |
| Do., ¼ in. and heavier | | 3 75 |
| Bar iron, 3-16 in. | | 4 10 |
| Do., ¼ in. and heavier | | 3 75 |
| Angle base | | 4 00 |
| Horseshoe iron | | 4 10 |
| Tire Steel | $ 4 70 | 5 95 |
| Band Steel 5-8 to 4 in. | | 4 50 |
| Spring steel | 10 75 | 12 75 |
| Crucible cast sheet steel | 30 00 | 35 00 |
| Mining drill steel | | 23 00 |
| Cast tool steel | | 20 00 |
| Sleigh shoe steel | 4 10 | 4 50 |
| Norway iron | | 15 00 |
| Toe caulk iron | 5 40 | 6 40 |
| Hoop steel | | 5 00 |

## Further Declines Looked for on Crude Oils

**Toronto.**

Gasoline prices and quotations on other oils are holding unchanged at the revisions noted last week. Some further price declines have been looked for however, in the prices on crude oil, and should this lower tendency develop, it is likely to reflect further price recessions on the local markets, according to the opinion expressed by distributors of gasoline and oil products. There has recently been recorded an increase in gasoline consumption, but stocks are reported as heavy, and the arrival of European shipments, is stated as contributory to the prevailing easier market.

## Fair Business Recorded in Pipe Fittings

**Toronto.**

Dealers now report a lull in the movement of pipe fittings, and while this condition is a reaction from the activity noted some few weeks ago, yet current sales are still reported fair. The situation was summed up by one jobber in the statement that while the volume of orders might not be up to the standard which earlier predictions had led them to expect, yet, considering trade conditions generally and the fact that merchants and consumers have adopted the policy of purchasing for immediate requirements only, the present proportion of business was very gratifying under existing circumstances and certainly not to be despised. The present quiet tone was considered as

temporary. The prevailing quotations follow:

**PIPE FITTINGS**

| | |
|---|---|
| Cast iron fittings | 20% |
| Plugs, cast iron | 27½% |
| Do., solid | 10% |
| Do., countersunk | net |
| Bushings | 30% |
| Unions, ¼-in. to 2-in. | 40% |
| Do., ⅛ in., 2½ to 4 in. | 35% |
| Flanged Unions | 20% |
| Dart Unions, blk, ¼ to 2 in. | 29% |
| Do., ⅛ in., 2½ to 4 in. | 14% |
| Do., galvd., add to black | 30% |
| Nipples, blk, and galvd., ⅛ to 4 in., close and short | 40% |
| Do., 4½ in. and larger | 30% |
| Do., 4½ in. and larger | 40% |
| Do., long, ⅛ in. to 4 in. | 50% |
| Do., running thread | 20% |
| Couplings, 4 in. and under | 20% |

**MALLEABLE FITTINGS**

| | Black | Galvanized |
|---|---|---|
| Class A | 0 60 | 0 75 |
| Class B | 0 24 | 0 34 |
| Class C | 0 15 | 0 24 |

## Lower List Still Holds on Range Boilers

The lower list of quotations on range boilers still nominally prevails. The looked for readjustment in prices has so far failed to materialize, but a settlement between the manufacturers and various jobbing houses is reported as eminent. Conditions are unchanged, with only a slight improvement noted in the movement of range boilers, and this has been mainly confined to the 30-gallon size. Orders are therefore still being taken at the following prices:

**RANGE BOILERS**

| | Standard | Ex-Heavy |
|---|---|---|
| 30 gallon | $ 8 75 | $11 50 |
| 35 gallon | 9 50 | 13 80 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 80 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 144 gallon | 78 00 | 93 00 |

## Slight Improvement in Compression Goods

Toronto.

Conditions on general compression goods show a tendency towards gradual improvement. While the volume of sales recorded is not large however, the current movement is reported as steady, and the statement was made in one quarter that the present situation could be a whole lot worse. No marked developments are looked for in the future, as the recent revised quotations failed to uncover any noticeable proportion of fresh buyers. The following prices generally prevail:

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| Do. Fuller | 25% |
| Flatway stop and waste cocks standard | 40% |
| Roundaway stop and waste cocks standard | 34% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 5% |
| J. M. T. | 20% |
| J. M. T. C. | 25% |
| J. M. T. Gate Valves | 15% |
| Gate or straightway | 16 10% |
| Jenkins Globe | 10 10% |
| Radiator valves, standard | 30% |
| Do., removable disc. | 42% |

**BASIN COCKS**

| | |
|---|---|
| No. 1 and 1. Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |
| Emco J. D. Valves | 20% |
| Emco Check Valves | 20% |
| Webber Gate Valves | 20% |

## Conductor Pipe Sales Reported as Fair

Toronto.

Eavestrough, conductor pipe and elbows continue to register a seasonable movement. The present volume of activity is not so pronounced as the movement recorded early in June, but current sales are fair, and numerous small orders are reported. The season's turnover in these products is naturally dependent upon the degree of building, especially in the erection of houses and other small structures. Following are the prevailing unchanged quotations:

**TROUGH (Eave)**

O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. |
|---|---|
| 8 in. | $15 90 |
| 10-in. | 17 70 |
| 12-in. | 21 20 |
| Less 60 per cent. | |
| 15 in. | 28 80 |
| 18-in. | 36 50 |

**PIPE (Conductor)**

Plain, round or corrugated.

| | Per 100 ft. in 10 ft. lengths. |
|---|---|
| 2 in., in 10-ft. lengths, list | $18 40 |
| 3 in., in 10 ft. lengths, list | 22 30 |
| 4 in., in 10-ft. lengths, list | 29 60 |
| 5 in., in 10-ft. lengths, list | 40 00 |
| 6 in., in 10-ft. lengths, list | 49 00 |
| Less 60 per cent. | |

**CONDUCTOR ELBOWS**

| | |
|---|---|
| 2 inch, list | $ 5 25 |
| 3 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |
| Less 55 per cent. | |

## Quotations on Copper And Brass Hold

Toronto.

Current quotations on copper and brass remain at the lower range recently announced. The easier market tone recorded, is still evident, however, but reports from the American centres indicate that a slight improvement is looked for due to the more satisfactory tone of the outside markets, consequent upon the improvement in the exchange situation and the settlement of the prolonged British coal strike. Whether these conditions will tend to offset the recent depression and serve to stimulate activity, is yet too early to ascertain. The reflection in local markets is steady, with prices on copper and brass sheets, rods and tubing, maintained at the following levels:

**BRASS**

| | |
|---|---|
| Sheets, base, per lb. | $ 0 27 |
| Rods, base, per pound | 0 27 |
| Tubing, base, per lb. | 0 34 |

**COPPER**

| | |
|---|---|
| Rods, base, per pound | 0 32 |
| Soft sheets, plain, 16-oz. and heavier, lb. | 0 32 |
| Do., plain tinned 16-oz. and heavier, lb. | 0 40 |
| Do., polished and tinned 16-oz. and heavier, lb. | 0 45 |
| Tubing | 0 37 |

## Pipe List Holds Steady

Toronto.

Very little new business has been recorded in pipe this week. Sales are reported of a steady nature, with no outstanding development. There have been no price changes announced at present, List No. 51, still prevailing. The outlook for an improved volume of pipe sales is reported as interdependent upon other trade activities, and no expression could be obtained as to whether lower quotations would possibly serve to increase future business.

## Slight Lull Noted in Corrugated Sales

Toronto.

Current sales in corrugated sheets are now reported as slackening. The movement is still fair, but the activity recently recorded has now slightly subsided. No change has, as yet, been announced in quotations on corrugated sheets, the following prices being well maintained:

**CORRUGATED SHEETS**

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 13 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 18 00 |
| No. 18 gauge | 24 00 |
| Less 7½%. | |

Lighter than 24 gauge and wider than 27 inches 75c. a square extra.

## Quotations Unchanged on Soil Pipe and Fittings

Toronto.

A seasonable volume of sales has been recorded on soil pipe and fittings. The current movement is reported as fair, and while orders are chiefly small, they are more numerous than formerly. Prices are unchanged at present, having been maintained at the following quotations:

**SOIL PIPE**

2 and 3 in., 10 p.c.
4 inch, 20 p.c.
5 and 6 inch, 15 p.c.
8 inch, add 5 p.c.

**FITTINGS**

2 to 6 inch fittings, 40 p.c.
8 inch fittings, plus 5 p.c.

## Boiler Tube Market Dull

Toronto.

Dullness is still the outstanding element in the current boiler tube market, and business seems to have adjourned for the present. The quiet period which has developed, offers no incentive for local price reductions, according to the opinion expressed by local merchants. No changes have been recorded on the Pittsburg market, and local quotations on boiler tubes remain unchanged as follows:

**BOILER TUBES**

| | Seamless | Lapweld |
|---|---|---|
| 1 inch | $26 00 | $ |
| 1¼ inch | 27 25 | |
| 1½ inch | 26 25 | |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 29 25 | 22 00 |
| 2¼ inch | 33 00 | 25 00 |
| 2½ inch | 41 75 | 27 00 |
| 3 inch | 49 25 | 35 00 |
| 3½ inch | 63 50 | 40 00 |
| 4 inch | 85 00 | 50 25 |

## Quiet Period in Sheets and Plates

Toronto.

The general tendency to expect some lower prices on steel, is also noted in current conditions on sheets and plates. Following the revised local quotations announced last week, some further rumors of anticipated declines on the primary steel markets, have given rise to the not un-natural expectations that any such decreases would be reflected on all similar markets, both local and outside. A waiting policy has recently developed, but the opinion has been expressed that the present lull is mainly attributable to a quiet period in the trade, and not to any apathy on the part of either dealers or consumers. Whether price revisions to a still further lower basis will uncover more buyers is considered problematical. Following are the average range of prices recorded this week on fairly large quantities:

**PLATES**

| | | |
|---|---|---|
| 10 gauge | 5 00 to | 5 50 |
| 12 gauge | 5 05 to | 5 55 |
| 14 gauge | 5 10 to | 5 60 |
| 16 gauge | 5 20 to | 5 70 |

**BLACK SHEETS**

| | | |
|---|---|---|
| 14 gauge | 5 10 to | 5 60 |
| 16 gauge | 5 20 to | 5 70 |
| 18-20 gauge | 5 30 to | 5 80 |

| | | |
|---|---|---|
| 22-24 gauge | 5 35 to | 5 85 |
| 26 gauge | 5 40 to | 5 90 |
| 28 gauge | 5 50 to | 6 00 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

**GALVANIZED SHEETS**

**Premier and Apollo**

| | | |
|---|---|---|
| 10¾ oz. | 7 90 | 8 40 |
| U.S. 28 | 7 50 | 8 00 |
| U.S. 26 | 7 20 | 7 70 |
| 22 and 24 | 7 05 | 7 55 |
| 18 and 20 | 6 90 | 7 40 |
| 16 | 6 75 | 7 30 |
| 12 and 14 | 6 60 | 7 20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## Little Activity in Waste Materials

**Toronto.**

Scrap metal markets are still maintaining an attitude of lassitude, and despite recent price declines, very little buying is evident. The new quotations noted last week are generally holding, and the price changes have had no apparent influence on the market activity. The following list is an average of dealers' nominal buying prices, f.o.b. Toronto, for fairly large quantities:

**WASTE MATERIALS**

| | | |
|---|---|---|
| No. 2 busheling | $ | $11 00 |
| Heavy melting steel, gross ton | 11 00 | 12 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 11 00 | 12 00 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 12 00 | 13 00 |
| No. 1 machinery cast, net ton | 17 00 | 18 00 |
| Heavy, lead | 4 25 | 4 50 |
| Tea lead | 2 25 | 2 50 |
| Red brass | | 9 00 |
| Yellow brass | 6 00 | 7 00 |
| Light brass | 4 00 | 4 50 |
| Heavy Copper | 10 00 | 11 00 |
| Scrap zinc | 3 50 | 4 00 |
| Old rubbers, boots and shoes | 2 50 | 3 00 |
| Lumberman's rubber boots | 1 50 | 2 00 |
| Auto tires | 0 50 | 1 00 |
| Solid tires | 0 75 | 1 25 |

## Little Variation in Ingot Prices

**Toronto.**

The exchange situation continues to affect the ingot metal markets, and the general tone varies with the fluctuations evident in the sterling rate. The local markets are dull and featureless at present, with very little variation in prices. The large southern metal centres however, report a more encouraging outlook due to the satisfactory settlement of the British coal strike, and the consequent firmer tone on the outside market. Little reflection of this feature is expected in local metal circles, however, as July and August are usually dull periods in the trade.

COPPER.—Local quotations on copper are maintained at 17½ cents. There is very little interest manifest at the present time, and no changes are reported in either the prevailing price, or the current market conditions.

TIN.—The weaker tone recently evident in the tin market, has now gradually strengthened, owing to the improved foreign situation generally. Local prices have developed a range, the lower level of 37 cents still being noted, as compared with a quotation of 38 cents from another source. Foreign markets are reported as displaying renewed interest.

LEAD.—This metal is still very dull locally and a waiting policy generally prevails. Prices show little inclination to change, however, the lower range of $6.50 noted last week, being followed in some quarters by the slightly higher level of $6.75.

Whether prices will shortly be equalized is uncertain at the present time, for it is noted that the foreign markets also show an easier tone.

SPELTER.—With a large increase in surplus stocks of spelter noted, prices are now being shaded a little in order, if possible, to keep stocks down. The recent reduction in local prices still holds, the prevailing quotation now being $7.00. This is a decline of 25 cents on the previous price level.

ANTIMONY.—The general dullness in all ingot metals is evident in this market also. Sales are reported as few and far between, but prices are unchanged from previous levels. The present local quotation remains from 8 to 10 cents.

ALUMINUM.—The aluminum market is practically stagnant at present, with prices remaining nominally unchanged. A marked improvement in those trades, such as the automobile industry, where aluminum is used in fairly large quantities, is reported as the only development likely to bring about a revival of interest in this metal. The price of 30 cents is still in effect locally.

# *London Markets*

LONDON, June 30.—In support of the contention that pre-war prices may gradually be returned on basic hardware, reductions continue to be a prominent feature of the current market reports. Lower quotations are noted this week on seine twines, sash weights, and turpentine. Shellac prices have registered an advance, while the majority of other products remain unchanged. Collections are reported in good shape, and hardware business continues seasonably good. A steady volume of sales is evident in summer lines, and harvesting necessities are moving freely.

## Shellac Prices Advance

**London, Ont.**

Higher quotations have been announced this week on shellac. This is attributed to the strong undertone now evident, and the higher levels prevailing on gum shellac.

## Seine Twines Reduced

**London, Ont.**

Revised quotations on a lower scale are now announced on Seine twines. The new prices are as follows:

**SEINE TWINES**

| | |
|---|---|
| No. 18 and larger in 1 lb. spools, lb. | 60 |
| 18 and larger in ¼ lbs. | 61 |
| 15 and smaller in 1 lb.s | 61 |
| 15 and smaller in ¼ lbs. | 62 |

## Sash Weight Prices Lower

**London, Ont.**

Included among the price reductions noted this week are new quotations on sash weights. The revisions are as follows: Solid, $3.50 per 100 lbs.; 1 lb. sections, $1.00 per 100 lbs.; ½ lb. sections, $4.50 per 100 lbs.

## Sprayers Sell Well

**London, Ont.**

Among the noticeable seasonable lines enjoying brisk sales at present are sprayers of various kinds. These are proving popular, and the current are unchanged as follows:

**SPRAYERS**

| | |
|---|---|
| **Eureka** | doz. |
| No. 112 tin | 6 00 |
| No. 114 glass | 9 00 |
| No. 115 continuous | 11 00 |
| No. 116 continuous | 11 50 |
| No. 110 galv. compressed air, each | 7 00 |
| No. 111 brass, each | 10 00 |

## Electric Fans Popular

**London, Ont.**

With the advent of real summer weather, a corresponding increase is noted in the current sales for electric fans. The prevailing prices on the Polar fan are, 6 in. $7.50 each; 9 in. $12.00 each.

## Scythe Stone Sales Brisk

**London, Ont.**

Current sales on scythe stones are reported as good. The following are the prevailing prices:

Western Red End, $3.00 per box of 3 doz.
Quinebog, $4.00 per box of 3 doz.
English Round, $5.25 per box of 25.
Canadian Emery, $1.10 per dozen.
Carborumdum, 15 per cent. off list.

## Turpentine Again Lower

**London, Ont.**

A further reduction in turpentine prices of 5 cents per gallon has been announced this week. This brings the current quotation down to $1.02 for one barrel lots. Sales are still reported good, and following are the revised prices:

London Markets Continued.

TURPENTINE

| | Per Imp. Gal. |
|---|---|
| 1 barrel lots | $ 1 02 |
| 2 to 4 barrel lots | 1 01 |
| 5 gallon lots | 1 17 |

## Putty Sales Normal

London Ont.

A fair volume of sales for putty are reported locally. It is considered that the active promotion of building erection would stimulate the sale of putty proportionately, but the present movement is considered well up to expectations for this season of the year. The following unchanged quotations prevail:

PUTTY

| | Per 100 lbs. |
|---|---|
| Standard, in 100-lb. drums | 7 05 |
| Do in 25-lb drums | 7 30 |
| Pure, in 100-lb. drums | 8 55 |
| Do., in 25-lb. drums | 8 80 |

## White Lead Steady

London, Ont.

Prices on white lead in oil continue unchanged this week, and the market tone is being well maintained. A seasonable volume of sales is reported, and following are the current quotations:

WHITE LEAD IN OIL

| | Tons | Less Tons |
|---|---|---|
| Pure, per 100 pounds | $15 05 | $15 40 |
| Elephant, per 100 pounds | 15 55 | 15 90 |

## Oil Prices Maintained

London, Ont.

Linseed oil prices are unchanged this week, the following quotations being maintained:

LINSEED OIL

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels, per gal. | 0 97 | 1 00 |
| 3 to 5 barrels, per gal. | 0 96 | 0 99 |
| 6 to 9 barrels, per gal. | 0 94 | 0 97 |

Less barrels, add 15 cents per gal.

# Canada's Brass and Copper Industry

### Brass and Copper Products to Value of $18,760,311 Manufactured by Canadian Plants in 1919, from Raw Materials of Value of $7,194,157.

HARDWARE of brass and copper, to the value of $204,293, was manufactured in Canada during the calendar year 1920, according to a report secured by Hardware and Metal from the Dominion Bureau of Statistics.

The extent of Canada's brass and copper industry is set forth in some of the following statistics. The report for the calendar year 1919 covers the operations of 59 individual plants distributed as follows: Ontario, 39; Quebec, 12; B. C. 3; Manitoba, 3; New Brunswick, 2. The total investment is as follows, land, building and fixtures, $3,099,676; machinery, tools, $3,285,942; materials on hand, stocks in process, $3,362,238; cash, trading and operating accounts, etc., $5,307,125. Total capital investment $15,054,981. Employees numbered 2,778 male and 343 female, salaries and wages totalling $3,642,663. Employees earning $30 per week and over numbered 600.

Materials to the value of $7,194,157 were used, brass, sheet and bar providing the biggest item. Products were valued at $18,760,311 including the following:

| | Quantity | Selling Value at Works. |
|---|---|---|
| Brass and Copper Castings | 7,634 tons | $4,133,512 |
| Brass Sheet | 1,998 tons | 1,265,100 |
| Brass and Copper Sheets | 311 tons | 225,434 |
| Brass and Copper Tubes | 973 tons | 803,526 |
| Brass Rods | 1,386 tons | 750,210 |
| Plumbers Brass Goods | | 744,473 |
| Valves | | 1,254,726 |
| Electric Fixtures, etc | | 514,619 |
| Brass Fittings | | 766,825 |
| Hardware, etc | | 204,293 |
| Railway and Marine Goods | | 346,393 |
| All Other Brass Goods | | 130,695 |
| Castings, Iron and Steel | 800 tons | 253,509 |
| All Other Miscellaneous Products | | 2,330,791 |
| Custom and Repair Work | | 36,172 |
| Total Value of Products | | |

## GIVES BOOK OF RULES WITH GOLF ACCESSORIES

Ottawa, Ont.—The Edge Hardware store, 142 Bank Street, in connection with its sporting business is paying special attention to the possibilities of golf needs in this district and as the sport is daily finding more devotees they expect to reap good reward. This week the special attraction is a shipment of clubs direct from Scotland while the advertisement announces that the firm secured the advice of an expert before placing the order so that patrons could rest assured that the best was being provided. A novel idea is the giving of a book of references and rules of the game to customers.

## MAY ESTABLISH PREJUDICE AGAINST STAINLESS STEEL.

According to "The Ironmonger," of London, England, "The recent marketing of badly-made stainless cutlers at prices considerably below those quoted by firms of repute is causing no little concern to the steel manufacturers, who realize that the practice will rejudice the public against stainless steel. A pamphlet circulated by a manufacturing firm states that to obtain a satisfactory finished stainless article much more skill and greater care and supervision are required than for ordinary cutlery. Stainless steel it is pointed out, differs greatly in composition and structure from the material used for ordinary knives. It is exceedingly difficult to work, and every process which it undergoes in the course of manufacture has to be paid for on a higher scale than in the steels used for cutlery. The truism that first-class goods of any kind can only be produced by highly skilled workmen applies with particular force to stainless knives, and the number of such men now remaining in the trade is small, and cannot be increased. To enable a knife to carry a good cutting edge, great attention must be given to the temperatures for hardening and tempering the metal. It is contended that a well-made knife can be kept sharp by the use of an ordinary table steel, which is recommended as preferable to knife sharpeners, which grind away the thin edge and wear the blade down to the thicker part. Stainless knives, for example, should not be left long without being cleaned, as mustard, beef-juice, salt or vinegar tend to cloud the blade and discolor the fine polish."

## THE MAKING OF PURE IRON IN AN OPEN HEARTH FURNACE.

At a recent meeting of the American Iron and Steel Institute, W. J. Beck, director of research at "ARMCO" explained the technical difference between modern iron making and steel making and told of the development of commercially pure iron by the open hearth furnace process.

"The first experimental heats were made by the American Rolling Mill Co. at Middletown, Ohio, in a 35 ton furnace, and they were nursed and watched with the most anxious care day and night. Continuous progress in the art was made until finally it was proved possible to reduce the five ordinary impurities of iron (carbon, manganese, sulphur, phosphorus and silicon) to the point at which in the aggregate they did not exceed fourteen-hundredths of one per cent. At the same time special methods had to be studied to attain the maximum degree of degasification and the proper deoxidation."

"As the experimental work progressed it was found that there were considerable differences in the practice of producing commercially pure iron as compared to steel practice, which materially added to the cost. In the first place, it required several hours longer to make an iron heat than a steel heat, and the final temperature of the metal was 200 degrees Fahrenheit higher than a heat of steel. Another marked difference was also found between the percentage yield of metal as compared with the percentage yield when the steel was made."

"Several years were required to develop this pure iron and for this reason the final and successful result was the occasion for much congratulation among the workers. A new metal with many unusual properties, had been given to the world."

# Half Holidays and Daylight Saving

**BALANCE of the available list of cities and towns in the various provinces of Canada showing where and when half holidays, early closings and daylight saving time are being observed by the merchants. This list supplements that appearing in June 4th issue and in view of the fact that the publication of a booklet including all these names may be delayed, the suggestion is made that those who wish to keep complete lists for reference clup out the list appearing in June 4th issue and keep it with the following list, thus having as nearly a complete list as possible.**

**ALBERTA.**

FORT SASKATCHEWAN—No half holiday. Close 6 p.m. except Saturday. Standard time.

MACLEOD—Wednesday half holiday from 1 p.m. all year. Close 6 p.m. except Saturday. Standard time.

BLAIRMORE—Wednesday half holiday from 1 p.m. all year. Close 5.30 p.m. except Saturday. Standard time.

LACOMBE—Wednesday half holiday from 12 noon June to September inclusive. Close 6 p.m. except Saturday. Standard time.

GLEICHEN—No half holiday. Close 6 p.m. except Saturday. Standard time.

WETASKIWIN—Wednesday half holiday from 12 noon, May 15th to September 15th. Close 6 p.m. except Saturday. Standard time.

CARDSTON—Wednesday half holiday from 1 p.m., May to August. Close 6 p.m. except Saturday. Standard time.

CASTOR—No half holiday. Close 6 p.m. except Saturday. Standard time.

CAMROSE—Wednesday half holiday from 12 noon, June, July and August. Close 6 p.m. except Saturday.

NEW DAYTON—No half holiday. Close 6 p.m. except Saturday. Standard time.

TABER—Wednesday half holiday from 1 p.m. May to September. Close 6 p.m. except Saturday. Standard time.

PINCHER CREEK—Wednesday half holiday from 1 p.m. Close 6 p.m. except Saturday.

EDMONTON—Wednesday or Saturday half holiday from 1 p.m. all year. Close 6 p.m. except day of holiday and Saturday. Standard time.

WAINWRIGHT—Wednesday half holiday from 12 noon. June, July and August. Close 6 p.m. except Saturday. Standard time.

CALGARY—Wednesday half holiday from 1 p.m. all year. Standard time.

NANTON—Wednesday half holiday from 1 p.m. June, July and August. Close 6 p.m. except Saturday. Standard time.

RED DEER—Wednesday half holiday from 12 noon, May to August. Open Saturday evenings. Standard time.

INNISFAIL—Wednesday half holiday from 12 noon, May to August, inclusive. Close 6 p.m. except Saturday. Standard time.

HIGH RIVER—Wednesday half holiday from 1 p.m., May to August 21. Close 6 p.m. except Saturday. Standard time.

LEDUC—Wednesday half holiday from 1 p.m., May 1 to September 30. Close 6 p.m. except Saturday. Standard time.

BANFF—No half holiday. No early closing. Standard time.

PONOKA—Thursday half holiday from 12 noon, May 12th to September 22nd. Close at 6 p.m. except Saturday. Standard time.

DIDSBURG—Wednesday half holiday from 1 p.m., May 18th to September 1st. Close 6 p.m. except Saturday. Standard time.

HANNA—Wednesday half holiday from 12 noon, June to August. Close 6 p.m. except Saturday. Standard time.

NANTON—Wednesday half holiday, June, July and August. Standard time.

PEACE RIVER—No half holiday. Close 6.30 p.m. except Saturday. Standard time.

**BRITISH COLUMBIA.**

GRAND FORKS—Wednesday half holiday from 12 noon all year. Close 5 p.m. in winter months. Other time of year close 6 p.m. except Saturday. Standard time.

COURTENAY—Wednesday half holiday from 12.30 p.m. all year. Close 6 p.m. except Saturday. Standard time.

PORT ALBERNI—Thursday half holiday from 1 p.m. all year. Close 6 p.m. except Saturday. Standard time.

REVELSTOKE—Wednesday half holiday from 1 p.m. all year. Close 6 p.m. except Wednesday and Saturday. Standard time.

PENICTON—Thursday half holiday all year. Close 6 p.m. except Saturday. Standard time.

VICTORIA—Wednesday half holiday from 1 p.m. all year. Close 6 p.m. Daylight saving May to October.

VANCOUVER (NORTH)—Wednesday half holiday from 1 p.m. all year. Standard time.

NEW WESTMINSTER—Wednesday half holiday.

TRAIL—Wednesday half holiday from 12 noon all year. Close 5 p.m. except Saturday. Standard time.

KAMLOOPS—Wednesday half holiday from 1 p.m. all year. Close 5.30 p.m. except Saturday. Standard time.

CHILLIWACK—Wednesday half holiday from 12.30 p.m. all year. Close 6 p.m. except Saturday. Standard time.

CRANBROOK—Wednesday half holiday from 1 p.m. all year. Close 6 p.m. except Saturday. Standard time.

VERNON—Thursday half holiday from 12 noon all year. Close 5 p.m. Monday, Tuesday, Wednesday and Friday. June to September. Standard time.

PRINCE RUPERT—Wednesday half holiday from 1 p.m. all year. Close 6 p.m. except Saturday. Standard time.

CUMBERLAND—Wednesday half holiday Saturday. Standard time.
from 12.30 p.m. all year. Close 6 p.m. except

ROSSLAND—Wednesday half holiday from 1 p.m. all year. Standard time

KELOWNA—Thursday half holiday from 12 noon all year. Close 6 p.m. except Saturday. Standard time.

NANAIMO—Wednesday half holiday all year. Close 6 p.m. except Saturday. Standard time.

**MANITOBA.**

RUSSELL—Thursday half holiday from 12 noon. May to October. Close 7 p.m. except Saturday. Standard time.

MELITA—Thursday half holiday from 1 p.m. May 15th to August. Close 6 p.m. except Saturday. Standard time.

HAMIOTA—Thursday half holiday from 12 noon June to August 15th. Close 7 p.m. except Saturday. Standard time.

ROLAND—No half holiday. Close 6 p.m. except Saturday. Standard time.

NEEPAWA—Wednesday half holiday from 12.30 p.m. May 1st to September 1st. Close 6 p.m. except Saturday. Standard time.

THE PAS—Wednesday half holiday from 12.30 p.m. all year. Close 6 p.m. except Saturday. Standard time.

KILLARNEY—Thursday half holiday, June and July. Standard time.

**NOVA SCOTIA.**

STELLARTON—Wednesday half holiday from 12 noon, May 1st to October 30th. Close 6 p.m. except Tuesday and Saturday. Standard time.

DOMINION—Wednesday half holiday from 1 p.m., May 1st to October 31st. Open Monday and Saturday evenings. Standard time.

LUNENBURG—Friday half holiday from noon, July 1st to September 15th. Standard time.

**ONTARIO.**

RIDGETOWN—Wednesday half holiday from 12 noon April to November 1st. Close 6 p.m. Monday, Wednesday and Friday. Standard time.

BOLTON—Thursday half holiday.

AAUBURN—Wednesday half holiday, June to September. Early closing Monday, Wednesday and Friday. Standard time.

DRESDEN—Wednesday half holiday from 12.30 p.m. May to September. Close 6 p.m. on Monday, Wednesday and Friday. Standard time.

BURFORD—Wednesday half holiday, June to September inclusive. Close early Monday, Wednesday and Friday nights.

ALLENFORD—Wednesday half holiday from 12 noon, June to August. Open Tuesday, Thursday and Saturday evenings.

WHEATLEY—Thursday half holiday from 12.30 p.m. May to September. Close 6 p.m. except Saturday. Standard time.

WOODSTOCK—Wednesday half holiday from 12.30 p.m. June to ctober. Close 6 p.m. except Saturday. Standard time.

NEW DUNDOEE—Thursday half holiday June to September. Close 6 p.m. except Wednesday and Saturday. Standard time.

GODERICH—Wednesday half holiday, May to September. Standard time. Close 6 p.m. except Saturday.

KINCARDINE—Thursday half holiday, May to September 30th. Close 6 p.m. except Saturday.

SRINGFIELD—Wednesday half holiday from 12 noon, May to September.

AYLMER—Wednesday half holiday from 12 noon, May to September.

**PRINCE EDWARD ISLAND.**

CHARLOTTETOWN—Not yet decided but usually Wednesday half holiday from 1 p.m. June, July and August. Close 6 p.m. except Saturday except in May, June, July and August when close at 5 p.m. except Saturday. Standard time.

**SASKATCHEWAN.**

CRAIK—No half holiday. Close 6 p.m. except Saturday. Standard time.

ROSETOWN—Wednesday half holiday from 1 p.m. June and July. Close 6 p.m. except Saturday. Standard time.

INDIAN HEAD—Thursday half holiday from 12 noon, May to August. Close 6 p.m. except Saturday. Standard time.

RHEIN—No half holiday. Close 7 p.m. Standard time.

SWIFT CURRENT—Wednesday half holiday from 1 p.m. June, July and August. Close 6 p.m. except Saturday. Standard time.

OXBOW—No half holiday. Close 6 p.m. Standard time.

ASSINIBOIA—Wednesday half holiday, 1 p.m., July and August. Close 6 p.m. except Saturday. Standard time.

BATTLEFORD—Wednesday half holiday, from 1n2oon, May to September inclusive. Close 6 p.m. except Saturday. Standard time.

BROADVIEW—Thursday half holiday from 1 p.m. April to August. Close 6 p.m. except Saturday. Standard time.

MOOSOMIN—Thursday half holiday from 1 p.m. all year. Close 6 p.m. except Saturday. Standard time.

REGINA—Wednesday half holiday from 12 noon, June, July and August. Close 6 p.m. except Saturday. Daylight saving April to October.

GOVAN—Wednesday half holiday from 12 noon, May 15th to August 15th. Close 6 p.m. except Saturday. Standard time.

YORKTON—Wednesday half holiday from 1 p.m. June, July and August. Close 6 p.m. except Saturday. Daylight Saving.

ESTEVAN—No half holiday. Close 6 p.m. except Saturday. Daylight saving.

WINDTHORST—Thursday half holiday, May to August. Close 6 p.m. except Wednesday and Saturday. Standard time.

SASKATOON—Wednesday half holiday, from 12 noon. May to September. Daylight saving, June to September.

VANGUARD—No half holiday. Close 6 p.m. except Saturday. Standard time.

**QUEBEC.**

MONTREAL (WESTMOUNT)—No half holiday. Close 6 p.m. July and August. Daylight saving, May to September.

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## BIG MONTH FOR INSECTICIDES.

According to present indications, the month of July will require the extensive use of Paris green and other insecticides to keep the destructiveness of the pests in check. As for the potato bug, the frosts of last winter were not heavy enough to destroy these, which during the winter months burrough their way down in the ground. In the earlier months, when the potato plants were beginning to make progress, an over abundance of these pests was noticed, and it is in the month of July that the young bugs begin their damage.

The grubs and other pests of foliage and fruit trees are also plentiful this year, and in many sections throughout the country much damage is already reported. July is usually a month when considerable spraying is done, and this year extra precaution will have to be taken against destructive habits of these grubs.

# Do You Know What "Save the Surface" Means?

## A Vivid Example of the Real Surface-Saving Quality of Paint.

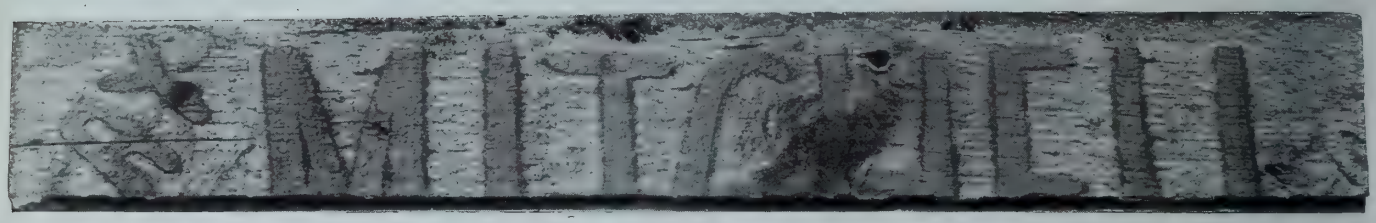


ILLUSTRATION of part of a sign which about twenty-four years ago was placed by W. A. Mitchell of Kingston, Ont., in a position about two miles from Kingston on theNapanee-Toronto road and exposed to the south. The board was given one coat of white paint and the letters "Mitchell for Hardware" were painted in black over the surface of white, thus giving two coats of paint to that portion of the board taken up with the lettering.

To-day the letters are actually raised from the general surface of the board for a thickness of fully one-thirty-second of an inch.

This not only shows the extraordinary efficacy of paint as a surface saver, but also proves the wonderful advantage of two coats as against only one; the thickness of the wood which had received but the one coat having actually become reduced by $\frac{1}{32}''$ a very great matter as against apparently no loss of thickness in that part of the surface which had received two coats.

*Merchants might cut out this page, trim the borders, and display in some prominent location in the store, either on the window, on the showcard, on the counter or in the paint department where the customer may easily read it and absorb its message. Many people have heard of "Save the Surface" but need some such definite evidence of the preservative value of paint before they will be sufficiently impressed to take the matter seriously. This provides a strong argument which the hardware merchant can use to advantage. The story might also be reproduced in the local newspaper advertising.*

"Save the surface and you save all" Paint & Varnish

# In Year 'Round Demand

Glidden Flat Wall Finish is a product that is in demand the year 'round. It will help you during the months when your sales slow up. It will keep profits coming in every month in the year.

Like other Glidden products this Flat Wall finish sets new standards for real quality. It does not lose its soft, rich tone through frequent washing. Glidden Flat Wall Finish comes in white and fourteen delicate shades. It is a most satisfactory finish for rough or smooth plaster, as well as wood, cloth, metal or wall board surfaces.

The Glidden Company's plan of *"all year 'round"* advertising will keep the subject of painting before your customers every month of the year. Put in a stock of Glidden products now and get your share of this business. Write for dealer proposal.

**THE GLIDDEN COMPANY, Limited**

**Toronto, Ontario**

***Branches at Montreal and Winnipeg***

**If interested, tear out this page and place with letters to be answered.**

# Weekly Paint Markets

## MONTREAL

MONTREAL, June 30.— With business continuing active in the closing weeks of the present month, the paint markets are fairly steady. No change of importance is reported in any of the products, although an easier tendency is noted in some. Linseed Oil is unchanged from last week's quotation but the flax market again shows an easier tendency at the close of this week. Turpentine also continues unchanged both in price and market conditions. White lead in oil and putty, hold, and while some anticipate lower prices in the near future, others again maintain that present prices will in all likelihood prevail during the summer. Window glass now shows quite an improvement in conditions over the last few months, and quotations are more or less steady now throughout the different jobbers and importers.

Sales of paints and varnishes are said to be well kept up, notwithstanding the recent very hot weather experienced, when usually this caused a slight falling off in the movement of these lines. No change in quotations has been made, and differences of opinion are expressed as to any possible change in the near future, although at this time of the year changes are very often made.

### Linseed Oil Prices Hold

**Montreal**

Prices on Linseed oil are unchanged this week, raw being quoted at 92 cents in one barrel lots. The price, however, of 90 cents is given by a few dealers, but this is by no means general. The flax market remained steady all week until yesterday when it weakened locally to the extent of 5 cents a bushel. Whether this is permanent or not, is hard to determine at present, but the belief is that it only is another fluctuation, such as has been prevailing on the flax market recently. The local demand for linseed oil is well maintained for this season of the year. Following are the ruling quotations locally:

**LINSEED OIL—**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0 92 | 0 94½ |
| 5 to 10 barrels | 0 90 | 0 92½ |

Broken lots, add 10c gal.

### Turpentine Shows No Change

**Montreal.**

Little change is reported on turpentine, and quotations are unchanged at $1.05 per gallon in one barrel lots. The tendency in recent weeks has been easier and quotations have shown a slight decline. While prices are unchanged this week the tendency can hardly be stated as firming, and it would not be surprising if the dollar mark would be reached in the very near future. The demand for turpentine is fair, but a falling off is likely to occur, as the hot weather of July and August usually causes a slump. Following are the present quotations:

**TURPENTINE—**

| | Per Imp. Gal. |
|---|---|
| 1 barrel lots | 1 05 |
| 2 to 4 barrel lots | 1 03 |
| Broken lots | 1 15 |

### White Lead Remains Unchanged

**Montreal.**

White lead in oil prices remain at $14.00 in 5 ton lots, $14.50 in one ton lots, and $14.85 in less quantities. While pig lead is now more settled on the primary market, although to a slightly lower basis, and linseed oil continues at a fairly steady figure, the tendency of this product is thought to be downward, in some quarters. This is due mostly to an unsettled feeling among the different corroders and jobbers who state that while raw materials do not justify any decrease, lower prices would in all probability stabilize the market.

### Shellac Prices Hold Firm

**Montreal.**

Shellac prices are unchanged with the market tendency continuing fairly firm. Quotations still show a range, but the following prices are quite general.

**SHELLAC**

| | Orange gal. | White gal. |
|---|---|---|
| 1 gal. jugs | $ 4 80 | $ 5 30 |
| ½ gal. jugs | 4 90 | 5 40 |
| ¼ gal. jugs | 5 00 | 5 50 |
| 1 pint bottles | 5 50 | 6 00 |
| ½ pint bottles | 4 65doz. | 5 00doz. |
| ¼ pint bottles | 2 60doz. | 2 75doz. |
| 2 oz. bottle | 1 15doz. | 1 02doz. |

### Paris Green Sells Well

**Montreal.**

Paris Green and other insecticides are continuing to sell well, and the month of July will, in all probability, be an active month for these, as the pests of the plants and trees are said to be very plentiful this year. Although no grasshopper plague is reported from the Western provinces to date, sales of the different insecticides are reported good from there also. No change has been made in quotations since those given early in the spring months.

### Window Glass Improved

**Montreal.**

Indications are now showing an improvement in the local window glass situation. This is gratifying to the dealers, as the unsettled feeling has been long standing, prices varying to a considerable extent since the opening months of the year. Quotations are now quite general at 50 per cent. off the Montreal list, although a slight further reduction is still quoted for quantity. Reports from Belgium state that many glass factories are now closed, but this is said to be only temporary and in many cases for repairs. It is thought that these manufacturers have stocks enough on hand to carry them through the quiet summer season and operations will again be commenced in the early fall to take care of the usual fall and early winter demands.

## TORONTO

TORONTO, June 30.—An announcement has been made by the Varnish section of the Paint, Oil & Varnish Association, that current prices on the higher grades of varnishes and also on certain lines of white and auto enamels will be reduced on a varying scale to a maximum of 15 per cent. This decision was arrived at a recent meeting of this body, and is attributed by paint manufacturers to certain declines in some raw materials and other factors that enter into the production costs of these products, which render corresponding price recessions in order at the present time. Such a reduction has been anticipated to a certain extent in some quarters, and was also forecasted in a recent issue of Hardware & Metal. Only certain specific grades of varnishes and enamels are in line for price changes, however, and it is pointed out that such decreases are expected to vary according to the manner in which the elements referred to affect the different manufacturers.

The current market tone is reported as steady, with a fairly brisk movement in paints and paint products still evident. Manufacturers and distributors of paint and varnishes have expressed the opinion that any such price recessions should have the effect of further stimulating the current sales of these products. A steady volume of sales is looked for to continue generally throughout the summer months, and reports from both city and country points indicate that the incentive to "paint-up" and "save-the-surface" is not only well under way, but is also gathering momentum each successive season.

### Scarcity Causes Advance in Plate Glass

**Toronto.**

Owing to the increase in the replacement cost, a temporary shortage is reported in the current supply of plate glass. Based upon these conditions in the trade, the decision to advance prices on plate glass has been reached. The discounts now range from 50 to 60 per cent., and a corresponding increase in the cost of laying down plate glass is on local markets one of the primary factors in bringing about the higher quotation. Resultancy

Continued on page 54

# Hillcrest Metal Paints

## Stove Pipe Varnish, Aluminum, Graphite and Others

Point out to the customers the importance of painting metal when it is not too cold. If metal is painted when too cold it may necessitate doing the work over again.

The Hillcrest Salesman will be glad to assist you in regard to any point or points in connection with metal painting and the use of Hillcrest Ebony Black Pipe Varnish, California Gold Paint, Aluminum, Graphite or other Hillcrest Metal Paints.

### We also Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

WATCH FOR OUR SEMI-MONTHLY BULLETIN NEXT SATURDAY

**Sanderson Pearcy & Co.**
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

# Hillcrest Paint Products

HILLCREST
A GUARANTEE OF QUALITY

to stock up under existing conditions, has created a decided scarcity of plate among distributors, and the present condition is expected to remain in evidence for a couple of months, as jobbers state that it will take about that period to replenish their stocks. There has been no change recorded in the window glass situation; 50 per cent. still being quoted on case lots, with an extra 10 per cent. for quantities of 25 cases or over. These are the average quotations. The cut list is now 70-10 per cent. off.

## Easy Tone in Turpentine

**Toronto.**

Local prices on turpentine have been unchanged this week, the average quotation being shown at the decline registered recently. This brings the price down to $1.02 per gallon on one barrel lots. Dealers report an easy market, with a lower tendency evident, and based upon this situation, a further drop is looked for by some distributors in future prices. The size of local stocks, however, compared with the current trade demands, has been one of the factors entering into recent local conditions, owing to a reluctancy to maintain supplies. Dealers are naturally anxious not to be caught on a falling market with any fairly heavy stock purchased at the higher figure. The following prices generally prevail:

**TURPENTINE**

| | Per Imp. Gal |
|---|---|
| 1 barrel lots | $ 1 02 |
| 2 to 4 barrel lots | 1 01 |
| 5 gallon lots | 1 17 |

## Flax Seed Market Still Fluctuates

**Toronto.**

Owing to a further drop in the flax seed markets, linseed oil is inclined towards a lower range. Some dealers are of the opinion that this condition is only temporary, while other distributors state that futures are expected to develop a corresponding easier tone. But whether any decided change will be noted in local prices is reported dependent upon future supply and demand. Linseed oil prices are therefore nominally unchanged this week, although one quotation on the market was noted at a lower range than the average. The following prices are still general, however:

**LINSEED OIL—**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels, per gal | $ 0 97 | $ 1 00 |
| 3 to 5 barrels, per gal | 0 96 | 0 99 |
| 6 to 9 barrels, per gal | 0 94 | 0 97 |

Less barrels, add 15 cents per gal.

## Primary Lead Tone Easier

**Toronto.**

It is noticeable that both pig lead and linseed oil have failed to maintain the firm tendency recently recorded, and the strengthening effect of situation on white lead in oil, is consequently lessened. In some quarters the movement is considered only temporary, and it is stated that fluctuations in the primary markets are not always immediately reflected in the current tone of white lead products. The following unchanged prices are being well maintained at present:

## Putty Quotations Unchanged

**Toronto.**

The current sales in putty are generally of a lighter nature at this season of the year, and this condition at present prevails. The recent firm undertone has somewhat subsided, due to the fluctuations in the flax seed market having a corresponding effect on the strength of linseed oil. No change has yet been recorded on putty prices however, and following are the average quotations:

**PUTTY—**

| | Per 100 lbs. |
|---|---|
| Standard in 100-lb. drums | $ 7 05 |
| Do., 25-lb. irons | 7 30 |
| Do., bladders in bbls. | 8 30 |
| Do., less quantities | 8 55 |
| Pure, in 100-lb. drums | 8 55 |
| Do., 25-lb. irons | 8 80 |
| Do., bladders in bbls. | 9 80 |

White lead in oil $14.95 per 100 lbs. in ton lots; and $15.30 per 100 lbs. in smaller quantities.

## Shellac Prices Hold

**Toronto.**

With gum shellac remaining very firm, quotations on shellac are maintained at the recent advance in the local prices. A range is still noted, but it is reported that the general tendency is towards a more even quotation. Current sales are said to be very fair, and generally up to expectations for this season of the year. The revised prices are contained in the current market pages.

## *Trade Enquiries*

**Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.**

3195. **Aluminum ingots.**—One of the most reliable British concerns in Kobe are in the market for Canadian-made aluminum ingots, and are most anxious to obtain reliable connections with whom they could make sole agency arrangements for Japan. At present this firm are purchasing their supplies of aluminum from the United States and England, but they are particularly anxious to deal with Canada if possible on account of the Canadian geographical position being most advantageous for trading with Japan. Samples and prices are requested immediately.

3196. **Nickel.**—One of the biggest importers of nickel and nickel derivatives in Japan, who do a big business every year in the import of this mineral, are anxious to purchase direct from Canada. In the past this firm has bought from the United States and also from England, but they are particularly desirous of buying direct from Canada. The nickel which they have been getting is Canadian, but they have been buying it through American houses, much to their reluctance. They would be glad therefore to hear direct from Canadian producers.

3198. **Auto accessories.**—A Japanese firm of importers dealing chiefly in foreign goods are in the market for all kinds of Canadian hardware and auto accessories, such as spot lights as well as pumps, etc. Catalogues and prices would be appreciated.

3199. **Golf clubs.**—An important Japanese concern carrying big stocks of imported hardware, and handling practically only imported goods, ask to be put in touch with Canadian manufacturers of golf clubs and other sporting accessories. Catalogues, price lists, and if possible a sample or two would no doubt result in business.

# Paint Demand Still Active

MONTREAL.—"June was our biggest month last year, and if sales for the closing days of the present month are kept up in accordance with sales to date, we will have surpassed the volume of business this year," stated Royal Cluxton, manager Canada Paint Co., Ltd., when discussing this year's paint sales with HARDWARE and METAL.

Mr. Cluxton said that while in other years paint sales usually fell off considerably during the closing days of June or early in July, certainly no signs were yet in evidence that would tend to show any easing off in the volume of business. We have recently experienced some very hot weather, and usually this has its effect on outside painting, but not so to date.

"On account of so many factories and manufacturing concerns being closed down, our sales to this end are not as large as we would liked to have seen, but we are pleased to note that trade sales are more than making up for this deficiency," continued Mr. Cluxton.

To Mr. Cluxton's mind there are four factors tending to assist in paint sales this year, namely, painting was more or less neglected during war years and those following; the high cost of labor and material prohibited many people from making extensive repairs, thus a coat of paint; unemployment, the man out of work could usually afford a quart of paint to brighten up some portion of his home, and lastly, the extensive advertising of "Save the Surface," bringing home the utter need of paint to protect the weather-worn surface.

"Save the surface and you save all" *Paint & Varnish*

**Take Advantage of the Seasonable Weather to Impress Your Customers With the Value of Service Protection to Their Property When They Use**

# RAMSAY'S

**"The Right Paint"** **"To Paint Right"**

"Save the surface and you save all" *Paint & Varnish*

"Save the surface and you save all" *Paint & Varnish*

*Don't Let Your Stocks Run Low*

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes since 1842*

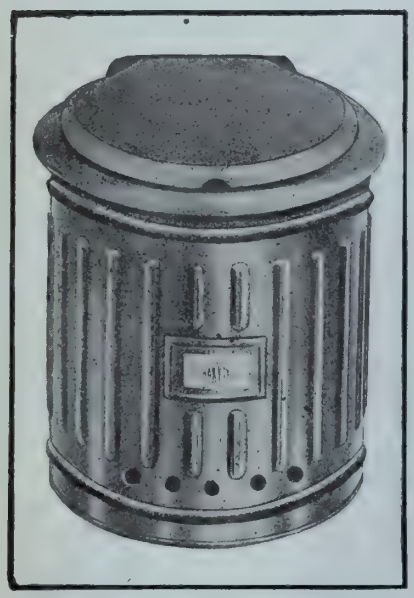
MONTREAL - TORONTO - WINNIPEG - VANCOUVER

WINNIPEG BRANCH-123 Bannatyne Ave. East VANCOUVER BRANCH-126 Pender St. West

DISTRIBUTORS—EDMONTON DISTRICT: Revillon Wholesale Limited, Edmonton. CALGARY DISTRICT: The McDonald Baker Co., 818 8th Ave. W., Calgary. NOVA SCOTIA: Jas Simmonds, Limited, Halifax, N.S.

**The Trade Mark behind the "Hardware House of Quality"**

**The Largest Wholesale Hardware Dealers in Canada**



Wakyte Special

No. 3

No. 0

# Chemical Closets for Campers

**Wakyte "Special"** is the cheapest that can be made without using poor material and workmanship. The body is corrugated and finished in dark green auto enamel; seat is mahogany finish; vent is at the back, near the top; inner receptacle is finished in black enamel. Chemical Closets are the next best thing to a water works system.

**Wakyte Powder Chemical**

**Wakyte No. 3.** This is medium priced closet of 20½ inches in length; 14 inches in width, and 17 inches in height. The body and inner receptacle are both stamped by special dies into corrugations. This not only improves the appearance but adds 100 per cent. to the strength and durability. A well-liked popular seller and priced to suit a very large proportion of the people.

**Wakyte No. O Competitive Closet.** Merchants who are forced to meet competition may require this closet. It is equal to any competitive closet on the market and will enable the merchant to meet competition. It is not corrugated, and cannot be compared with the standard lines in quality or finish. This is about the same size as the "Special," body finished in dark green auto enamel.

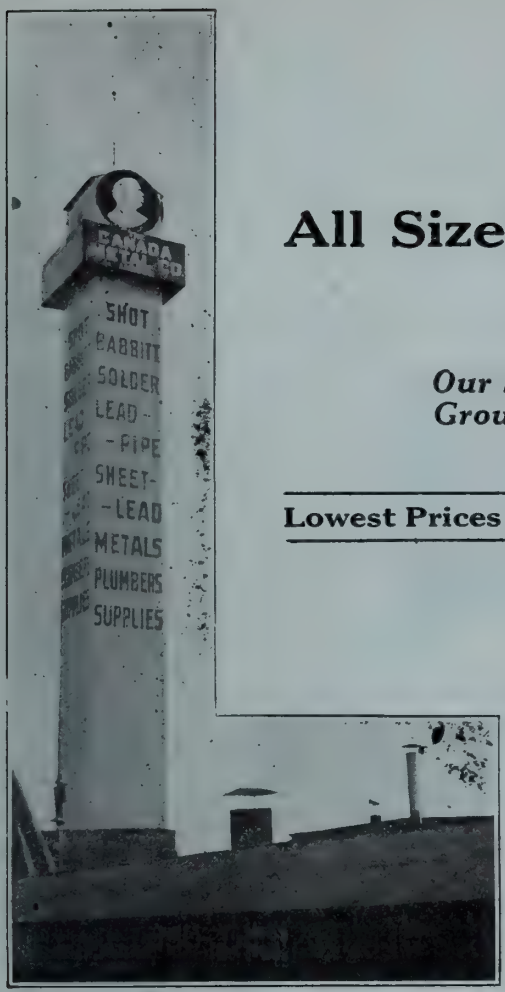
**Wakyte Powder Chemical** is recommended. It not only contains all the disinfecting properties of Liquid Chemical, but in addition, may be shipped under any weather conditions without damage. Conveniently packed in tins-twelve to the case. Wakyte Liquid Chemical is put up in one-gallon cans, packed six and twelve to the case. This is a valuable item to the dealer and lasting trade is easily built on these secondary sales.

## The J. H. Ashdown Hardware Company, Limited

**Winnipeg, Canada**

**Calgary** **Saskatoon**

If interested, tear out this page and place with letters to be answered.




# SHOT

**All Sizes** **25 Lb. Bags**

**Kegs or any weight**

*Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.*

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

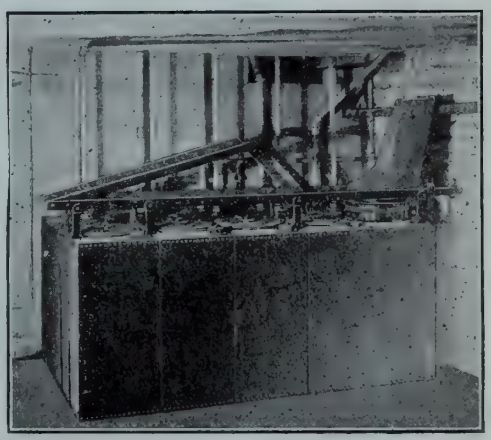
**Toronto Montreal Winnipeg Vancouver**

# System In Selling Paint Oils

No System—Lots of Waste and a Very Dangerous Fire Trap.

Haphazard methods in selling paint oils are dangerous and usually a losing proposition for the dealer.

There is one thing absolutely necessary to systematic and profitable handling of paint oils. That is modern storage equipment.



The Bowser Way—Pumps are on floor above. Systematic, Clean, Safe, and Saving.

## Bowser Paint Oil Storage Systems

are to the paint business what bookkeeping machines are to accounting—an economic necessity. They store the oils without loss from leakage or evaporation; give accurate measure, keep the oil room clean, make the labor of handling a small item.

If you are not using Bowser Storage Systems you are missing an opportunity to profit in your paint oil business.

**S. F. BOWSER COMPANY LIMITED**

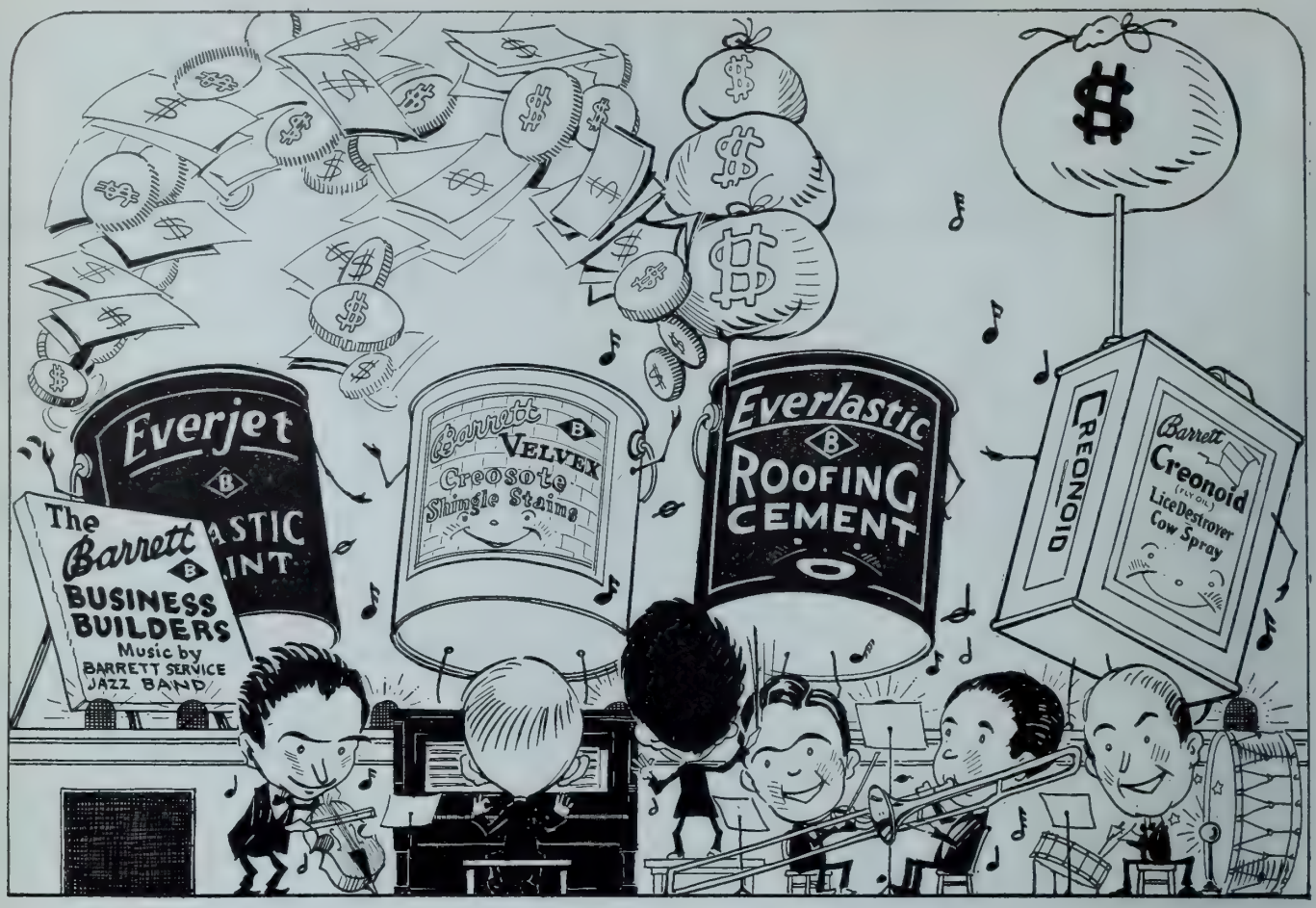
66-68 Fraser Ave.
TORONTO - - - CANADA

LONDON
32 Victoria St., S. W.

HAVANA
Lonja del Comercio 427

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street




# The Barrett Money Makers on parade —

*Rum-tum-tum*! Here they come—
Barrett Carbosota and Elastigum,
Creonoid and Everjet—so black and sleek—
Everlastic "Rubber" Roofing and Nox-Aer-Leek,
Everlastic Liquid Roofing Cement too,
Every one is on the run to bring the "Mon" to you.

Listen to the drum! *Rum-tum-tum*!
Sounding Barrett Specialties from here to "Kingdom Come."
Everybody knows them, everybody's wise
To the merits of the products—so everybody buys.
Customers are satisfied, and Barrett dealers grin
As they watch the cheerful dollars from the Specialties roll in.

*Rum-tum-tum*! Listen to it pound!
Will *you* be in the grandstand when they pass the profits 'round?

MONTREAL
TORONTO
ST. JOHN, N.B.

**The Barrett Company**
LIMITED

WINNIPEG
VANCOUVER
HALIFAX, N.S.

**If interested, tear out this page and place with letters to be answered.**

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

***Write and let us explain the advantage of an agency***

**G. F. Stephens & Co.**
**Limited**

***Paint and Varnish Makers***

**Winnipeg Calgary Edmonton**

**If interested, tear out this page and place with letters to be answered.**

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED

**TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER**

# CURTIS AIR COMPRESSOR and TANK OUTFITS

*Note these Special Features of this Garage Equipment:*

1—**Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires. Enclosed crankcase keeps out dust.**

2—Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.

3—High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crankcase.

4—Fan flywheel cools cylinder; increases capacity.

5—Inspectable valves, light weight, large area.

6—Valves cannot drop into cylinder and wreck machine.

7—Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.

8—Drop forged crankshaft. Adjustable, renewable, non-cutting die-cast bearings.

9—Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.

**Welded Steel Pressure Tanks**
**For Air, Gas and Liquid**

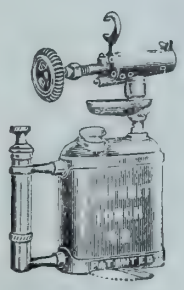
We make these tanks of best quality copper, steel welded throughout and thoroughly tested under Air Pressure to 300 lbs. before leaving our factory.

Write for price list and further particulars. Send names of prospective customers to whom we may mail literature.

We also make baths, steel factory equipment, gasoline tanks, truck tanks, etc.

**The Steel Trough & Machine Co.,**
**Limited**

**Tweed, Ontario, Canada**



In design and construction it is the best torch of this type on the market to-day.

# Detroit Torch

## *Takes Little Space*

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on bottom of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

**Detroit Torch & Mfg. Co.**
**Detroit, Michigan**

# The Lightning Paint Brush Cleaner

**Cleans a Brush in a Minute.**

(Patent Pending)

**THE LIGHTNING PAINT BRUSH CLEANER is the only paint brush cleaning machine ever placed on the market. It cleans so quickly and thoroughly that brushes can be taken from the strongest colors and almost immediately used in snowy white without carrying the faintest trace of color.**

**It saves 95% of brush cleaning time. It prevents the formation of a heal and thereby lengthens the life of the brush 30%. It saves 100% of brush soaking fluid. It reduces the brush investment from 25% to 50%. It is the only method of thoroughly cleaning varnish brushes.**

**This means a tremendous annual saving to manufacturers and contracting painters, an amount equalling many times the cost of the machine.**

**We need dealers and agents throughout the United States and Canada. It's an interesting proposition. Write**

**STEWART-SKINNER CO.**
**50 GREEN ST. WORCESTER, MASS.**
**SOLE MANUFACTURES**

THE MANUFACTURER INSURES HIS PLANT, machinery and merchandise.

The merchant insures his buildings and stock.

The farmer insures his stock and equipment.

The family man insures his house and furniture.

Every man insures his life.

Insurance protects investments.

The advertiser's insurance policy is the report of the Audit Bureau of Circulations on the publications with which he places contracts.

He protects his investment. He insures himself against misrepresentation of circulation. He knows that he really gets what he is paying for.

The reports of the Audit Bureau of Circulations on Hardware and Metal are furnished on request.

We insure our advertisers.

# TINKER TOM'S TALKS.

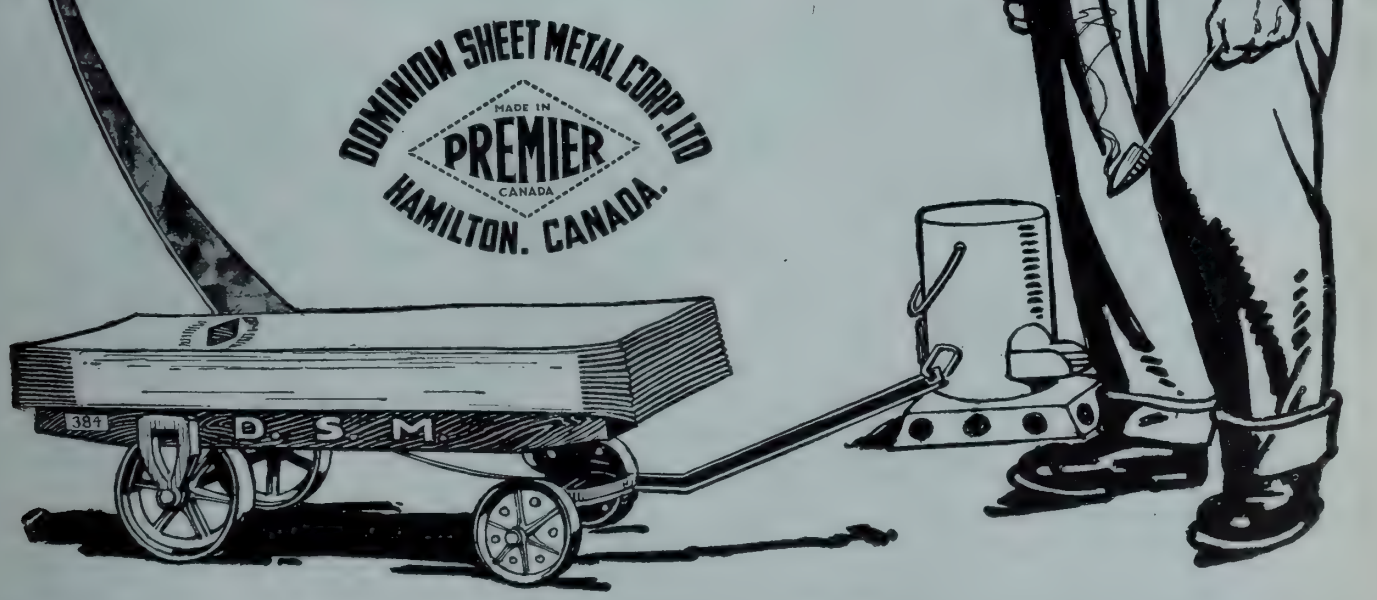
Tinker Tom Talk No. 319, July 2nd

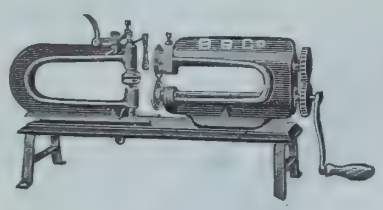
A LITTLE SERIES ON PROMINENT USERS.

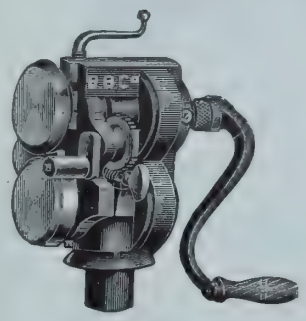
METALLIC ROOFING CO., - TORONTO

One of the oldest and largest users of Galvanized Sheets in Canada. This concern has been a pioneer in developing sheet metal articles and even their competitors admit that "Metallic quality is hard to beat." We would go even further than that! When ordering Roofing, Trough, Pipe, Shingles, Ventilators, Metal Buildings from them specify also for Canada's best and first sheets Premier Galvanized.

TINKER TOM.







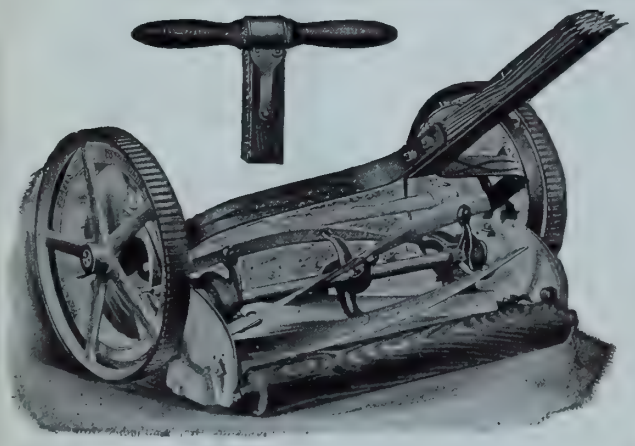
Brake

# Analyze Your Shop!

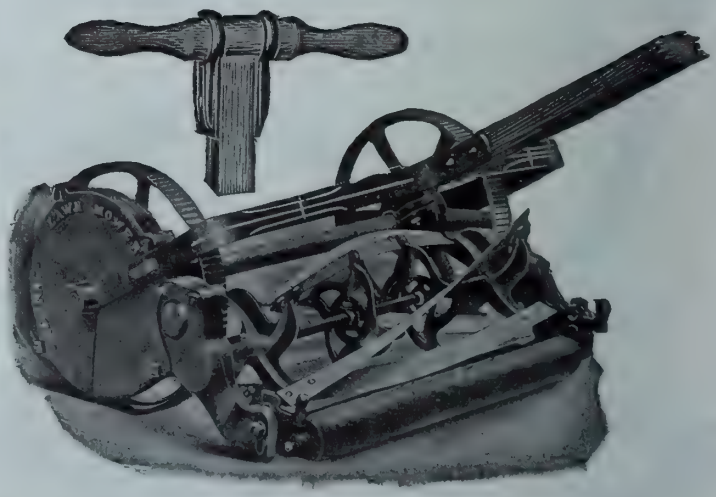
Are you getting all that your shop should produce? If you have one machine that is out-of-date and is failing to produce as much as an efficient, up-to-date Brown, Boggs machine will produce, you have a serious leak where dimes and dollars are dribbling away from you every minute, hour, day and year. If the loss on the inefficient machine is only ten cents an hour your loss on your annual net profit amounts to hundreds of dollars. Analyze! Send for a catalogue and see if you are getting what you should.

**The Brown, Boggs Company, Limited**
HAMILTON ONTARIO

MANUFACTURERS OF
Tinsmiths' and Heavy Sheet Metal Working Machinery,
Canning and Evaporating Machinery.



**How is your stock of mowers? We are in splendid shape to fill rush orders. Write, phone or wire--immediate shipment.**



**The following makes are always in demand:**

"ADANAC" "STAR"
"DAISY" "WOODYATT"
"ONTARIO" "EMPRESS"

# Taylor-Forbes
## Company, Limited

Head Office and Works
Guelph, Canada

Montreal Branch: 246 Craig St. W. Toronto Branch: 1088 King St. W.; Vancouver Branch, 1070 Homer St.
Maritime Provinces Agents: H. C. Rogers, Limited 147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son Confederation Life Bldg., Winnipeg, Man.


If interested, tear out this page place with letters to be answered.

# GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Phone or Wire for Prices*

**Hobbs Manufacturing Company, Limited**

MONTREAL TORONTO LONDON WINNIPEG

HE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

**FISHING TACKLE MEANS**

**ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED**

70 King Street W. - - - Toronto, Ontario

# Window Glass

*Also Plate, Figured, Bent, and Ornamental Glass*

RED S

*Stained, Wired, Mirror*

*Order Early*

**The Toronto Plate Glass Importing Co., Limited**

Don Roadway Toronto

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**
492 Wellington St. W., Toronto

No. 71 Fire Pot. List Price Each $27.20. Ask for discount.

**C. & L. Fire Pot No. 71**

will give satisfactory service under all conditions. It is Smokeless, Odorless and Noiseless and has a sub-flame so that the burner can be turned down low when not in use, thus saving time and fuel. The No. 71 will heat 12-lb. soldering coppers as fast as two mechanics can use them. The maker's guarantee is behind every tool. Jobbers supply at factory price.

Send for catalog.

**CLAYTON & LAMBERT MFG. CO.**
10615 Knodell Ave., DETROIT, MICH., U.S.A.

**BRASS TACKS**

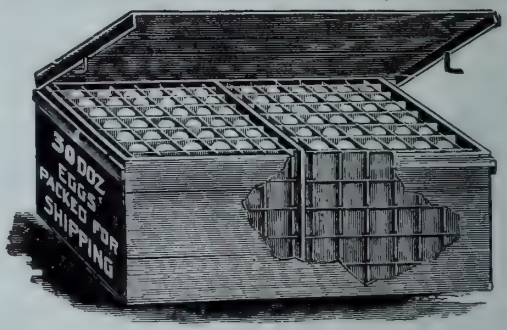
Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

**Dominion Tack & Nail Co.**
Limited
Galt - Canada

**THE MILLER BROS. CO., LIMITED**




Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

**JOSEPH RODGERS & SONS** LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
**CUTLERY**
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
**James Hutton & Company**
MONTREAL

**O-Rib-O**
**Square Coal Chute**

The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

**O-Rib-O**
**Manufacturing Co.**
Winnipeg, Manitoba

**For Solidifying Sales and Preventing Lost Accounts**

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

**STERLING £ TWINES**

Made in Canada by
**The Sterling Twine Company, Limited**
Walkerton, Ontario

*Samples and prices upon application to*

**WILKINSON PAPER CO., LIMITED**
76 Bay Street, TORONTO

*Exclusive Selling Agents for Ontario*

# Maple Leaf Saws

## Butcher Saw

Every butcher in your town is a prospect for one or more of these efficient and trustworthy saws. Canvass the butchers in your community and you will be surprised at the number of sales you will make. This saw, like all other Maple Leaf Saws, is a high quality product that sells on merit, and pays the dealer a good profit.

## Shurly-Dietrich Co.

LIMITED

GALT - CANADA

**Buy all Canadian Made Goods.**

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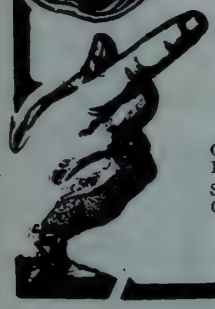
GERMANTOWN

# LAMPBLACK



**THE L. MARTIN CO.**

HEADQUARTERS FOR

**LAMPBLACK**

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

**Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.**

---

# Stove Mica

All sizes of Clear Mica in stock for immediate shipment.

Mica Electrical Insulation of Every Kind.

**Price List on Application.**

**Mica Company of Canada, Limited**

**P.O. Box 156, Hull, Que.**

---

M&S

## The Plug with the Hotter Spark

THE ball point of the "M & S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M & S" plug is made in all styles to suit every make of car—it is standard equipment on the popular Overland Model 4.

The "M & S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M & S" plug or write us direct.

**Russell Gear & Machine Co. Ltd.**

**1209 King Street West**

**Toronto, Ont.**

MADE IN CANADA

30

---

## YOU CAN MAINTAIN YOUR PROFITS AT LOWER PRICES

CAT. NO. A. 8

WITH

# EQUATOR PRODUCTS

A full line of dependable Appliances

CAT. NO. A. 5

## EQUATOR MANUFACTURING CO., LTD.

HAMILTON CANADA

# A Trial Convinces

*and your customer comes back for more*

Our Advertising is daily inducing more women to try O-Cedar products. The quality of these goods is constantly making repeat sales to those who once give them a chance to reveal their advantages as economizers of time and labor in the home.

CHANNELL LIMITED - Toronto

# O-Cedar Polish

| In Bottles | In Tins | O-Cedar Polish Mop |
|---|---|---|
| 30c. and 60c. | $1.50 to $3.50 | Sells at $2.00 |

# HOYT METALS

**PROOF!**

Hoyt Metals are used by every shop and factory that prides itself on maximum production. That the sales of Hoyt Metals amount to $10,000,000 annually is convincing proof of the satisfaction in using or selling these efficient metals. Always cool running. Anti-friction quality and unequalled endurance are superior features of these popular metals.

**HOYT METAL COMPANY**

MONTREAL TORONTO WINNIPEG

# NAILS WIRE BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS

## STRAIGHTENED RODS

## COPPERED AND TINNED WIRE

**Are You a User? Did You Read This Ad.? If So, Ask for Prices.**

## THE GRAHAM NAIL WORKS

**Operated by the CANADA METAL CO., Ltd.**

**TORONTO**

## Heats Itself Sells Itself

Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as it Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NATIONAL STAMPING & ELECTRIC WORKS
icago, Illinois

Heats While it Irons

## "COMFORT" Self-Heating IRON

**Quality That Repeats Sales**

*We Make*
Steel Wire Nails and Brads, Clothes Line Wire. Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

**Western Wire & Nail Co.**
London, Ontario

## OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & SONS, Ltd.**

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.
WELLINGTON MILLS
LONDON, S.E.1, ENG.
Agents:
F. Manley, 147 Bannatyne Ave. East
WINNIPEG
Sankey and Mason, 989 Beatty St.
VANCOUVER

# WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

## IRON AND STEEL

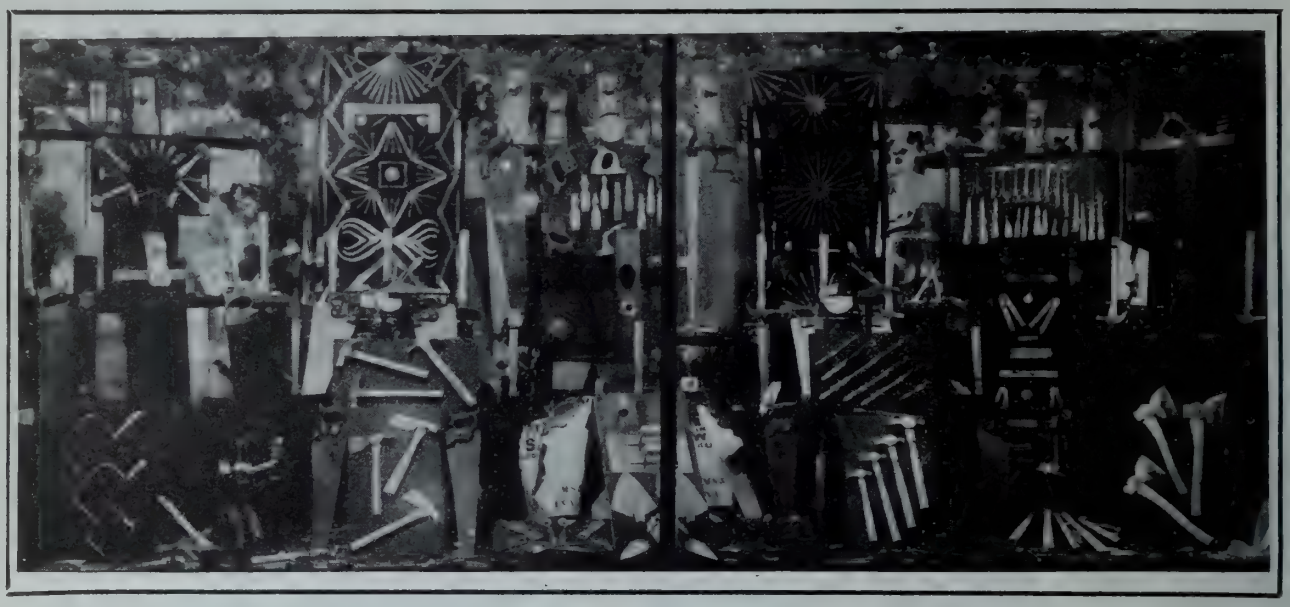
## HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

# Walter Woods & Co.

## Wrapping Papers and Twines

**Hamilton and Winnipeg**



# Should Retailers Display Your Goods?

## *Do You Set a Good Example?*

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

## HARDWARE AND METAL

*"Canada's National Hardware Weekly"*

**143 University Avenue, Toronto, Canada**

**Montreal Branch, Southam Building** **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested, tear out this page keep with letters to be answered.

## THE GENDRON MFG. CO., LIMITED

Makers of

**Baby Sleighs**

**Boys' and Girls' Sleighs**

**Bob Sleighs**

*Order now for early delivery*

**THE GENDRON MFG. CO., Limited, TORONTO**

# Bale Ties

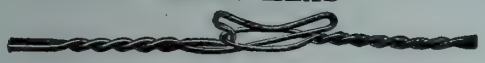
NAILS WIRE

## Laidlaw

**In World-Wide Use**

SINGLE LOOP

CROSS HEAD



**The Laidlaw Bale-Tie Co.**
Limited
Hamilton - - Canada

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto; H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

# Demon Grip

# Pump Rod Couplings

The new "Demon Grip" Welded Steel Pump Rod Coupling has many superior features, features that assure the consumer faithful service, and the dealer easily closed sales.

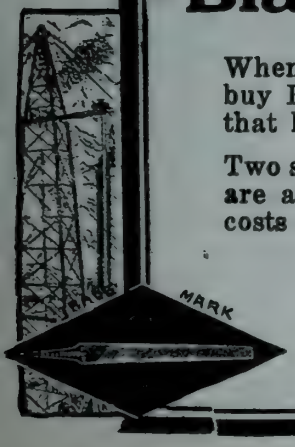
**Made of Steel**—same as the rod.
**Hot Forged**—perfect hex.
**Welded**—makes solid job.
**Strongest**—over three times as strong as a malleable.
**Packing**—twenty-five in a box to go on your shelf.
**Novel**—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

## Edward E. Johnson, Inc.

2304 Long Ave., St. Paul, Minn.

# Black Diamond for Cutting




When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

## Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

If interested, tear out this page and place with letters to be answered.

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## SITUATIONS WANTED

WANTED—FIRST-CLASS HARDWARE clerk, married, seven years' experience. Could take charge. Advancement is what I am after. State salary. Write to J. Entwistle, Springside, Sask.

YOUNG MAN DESIRES POSITION IN retail hardware. Six months' experience. Would consider partnership or purchasing business later. Box No. 27, Hardware and Metal.

TWO MARRIED MEN AT PRESENT ENgaged, one an experienced retail clerk, the other a first class tinsmith. Desires position as charge of store in the prairies or B.C. at a salary and commission. We would prefer a place where we could in time become part owners. First class references. Box 201, Hardware and Metal.

## WANTED

WANTED— HARDWARE BUSINESS IN Ontario, Niagara or Western. Box 148 Hardware and Metal.

WANTED—TO BUY A HARDWARE BUSIness in good town on railroad. Would consider general store. Give all particulars.. Apply Box No. 55 Hardware and Metal.

## HELP WANTED

WANTED—A COMPETENT MAN TO TAKE charge of sheet metal working and tin shop in Western Ontario city. Reply stating age, experience and salary expected, also giving references. Box 79.

WANTED—A HARDWARE CLERK WITH four or five years experience by, July 15th. Must be a hustler and good stockkeeper and not afraid of work. Apply giving references, age, salary expected, to Manville Hardware Co. Ltd., Prince Albert, Sask.

## FOR SALE

FOR SALE—HARDWARE BUSINESS IN GREY county. Stock about seven thousand. Can be reduced. Large store and dwelling under same roof. A real proposition, so act quickly. Ill-health reason for selling. Box 170 Hardware and Metal.

*Advertisements on this page*
*2 cents a word*
*payable in advance*

## MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

VANCOUVER-PACIFIC COAST—MANUfacturers Agent, energetic, with good connection, would like to negotiate with view to securing one or two more good lines: good references furnished. Apply Box 441, Hardware and Metal.

BRITISH CUTLERY FIRM—WELL KNOWN desires to appoint agent, or sole buying house for Canada. State full particulars, strictly confidential. Box 95, Macleans, 88 Fleet St. London, England.

### BRITISH BUSINESS

DO YOU WANT A GOOD DISTRIBUTING house to push your goods? Agents all over Britain. Commission representation or sole buying arrangement. Box 96, Macleans, 88 Fleet St. London, Eng.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

**If interested, tear out this page keep with letters to be answered.**

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

## "Monarch" & "Safe-Lock" Fencing

**We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.**

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

## "ROYAL" GRINDERS

Made by S. Cheney & Son, Manlius, N.Y.

A.G. & A.L. Brown & Co. Montreal.

Canadian Sales Agents.

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

## Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
**CANADIAN DIE CASTING CO., LIMITED**
Drummond Building, Montreal

## DOON TWINES, LIMITED

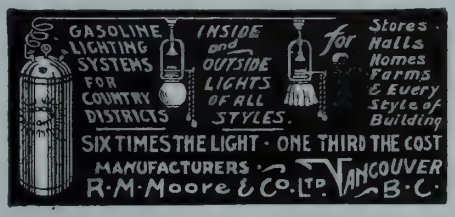
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

## STERLING

**Hack Saw Blades and Machines**
*Manufactured by*
**Diamond Saw & Stamping Works**
BUFFALO, N.Y.




## BATH ROOM FITTINGS

**KINZINGER, BRUCE & CO., LIMITED**
K NIAGARA
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

## PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc
Paddles and Oars.
Peterborough Canoe Company Limited
285 Water Street Peterborough, Canada.

POULTRY LEG BANDS, EAR TAGS AND BUTTONS
FOR STOCK

| Retail Prices | |
|---|---|
| Single Spiral Colored Bands | $1.00 for 100 |
| Ribbon Bands Colored | $1.65 for 100 |
| Challenge Adjustable Bands | .90 for 100 |

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
**RIDEAU SPECIALTY CO.**
MANUFACTURERS, SMITHS FALLS, ONT.

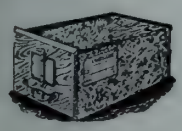
PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

***Toronto Foundry Co.***
884 Davenport Road TORONTO, CAN

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.



## Cameron Metal Drawers

**LONGER WEAR, BETTER SERVICE**

*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*

**Cameron & Co.**
74 Logan Ave. Toronto, Ont.

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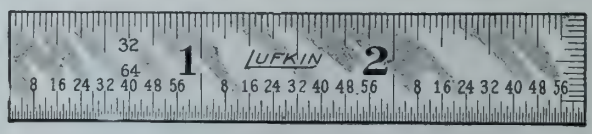
LUFKIN RULES




STEEL

SPRING JOINT

BOXWOOD

Meet ALL the Requirements of the Mechanic

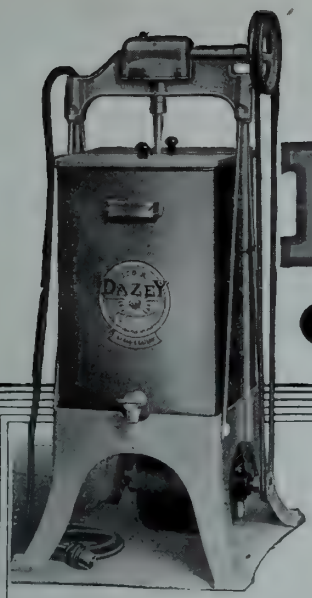
Embracing, in addition to the old and sturdy qualities,
Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use and Saving of Time
APPEAL TO MECHANICS ON SIGHT
MADE IN CANADA

Ask your Jobber

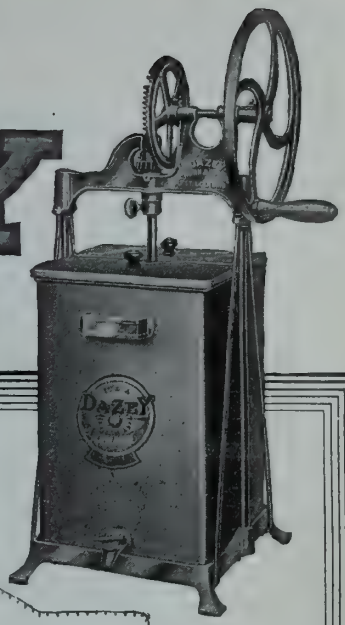
Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.


If interested, tear out this page keep with letters to be answered.




# DAZEY CHURNS




—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

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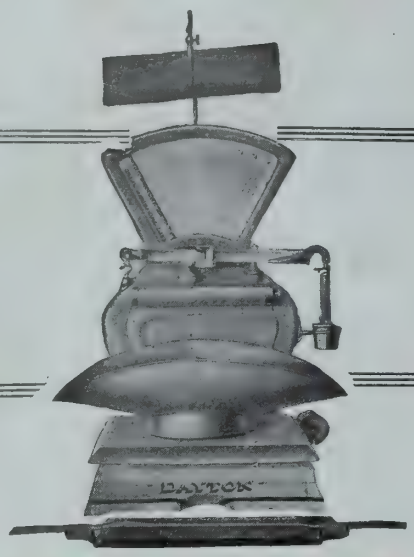
DAZEY CHURN & MFG. CO., ST. LOUIS, MO.




# IF IT'S A DAYTON IT'S RIGHT

**Made in Canada**

# MASTERPIECES

**----Are Not Produced Hastily**

BEHIND the Dayton Hardware Scale stands THIRTY YEARS' successful experience in Scale-building. Daytons are the oldest Computing Scales in the world.

When you buy a Dayton Hardware Scale you don't buy an experiment. It is a relatively new member of the big Dayton family and for this reason its construction principles are the best that mature judgment can offer. Into it have gone the results of 30 years of research by the world's great pioneer Scale manufacturing house.

It is a masterpiece.

All the tried and tested Dayton specifications are embodied in the Dayton Hardware Scale. In sturdiness it is not approached by any other scale. Glance at the metal base; the metal back and front, the metal scoop—compare these with other scales and you'll see the extra value you receive in the Dayton Hardware Scale--AT NO EXTRA COST.

Invaluable to Hardware Dealers are the **exclusive attachments** which the Dayton offers.

The EXTENSION BAR which is interchangeable with the scoop, enables the clerk to weigh coils of wire, rope, hose, etc., easily and quickly.

The COUNTING SCOOP is a great time saver in stock-taking. It will count by weight the screws, nuts, bolts in "broken boxes."

## International Business Machines Co., Limited

**FRANK E. MUTTON, Vice-President and General Manager**
**Royce and Campbell Avenues, Toronto**

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

*Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.*

International Business Machines — SPEED ACCURACY ECONOMY

DAYTON

Published Every Saturday Since 1888

# Hardware and Metal

ol. XXXIII. No. 28.
THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: WOODSTOCK, CANADA
1921

THE BLUE BARREL
—The Outward Mark of
Inward Quality

Livingston Brand Linseed Oil
"THE KIND YOUR GRANDFATHER USED"

ORDER IT FROM YOUR JOBBER

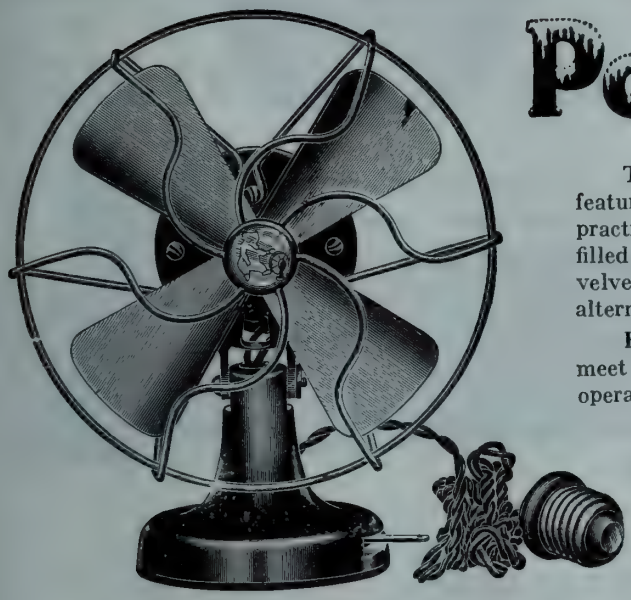
# It is the Essence of GOOD MERCHANDISING

for any dealer - to constantly **remind** his customers of certain products he knows they appreciate and that he knows to possess such quality as will merit his recommendation. Many **extra** O-Cedar sales can be made in your store by frequent mention of O-Cedar Polish and the O-Cedar Polish Mop to those women who value such aids to home beauty and cleanliness.

**CHANNELL**
**LIMITED**
**TORONTO**

| In Bottles | In Tins | The Mop |
|---|---|---|
| 30c & 60c | $1.50 to $3.50 | $1.25 & $2.00 |

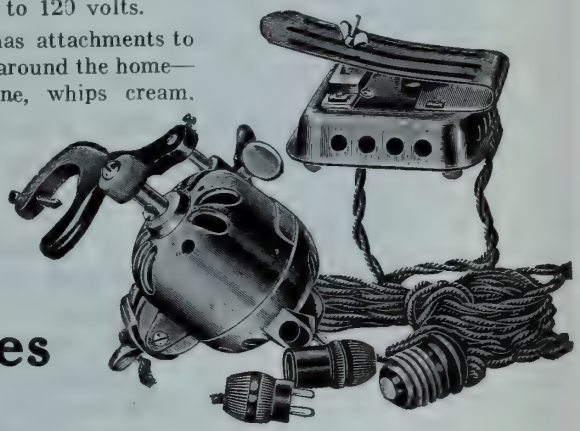
# 'RICE LEWIS' NEWS



## Polar Cub Electric Fan AND Home Motor

The Polar Cub Fan is made in two sizes, 6″ and 9″. Note the following features: Die case frame, cannot get out of alignment, guard is spot welded, practically unbreakable, two speed and stop, fan adjustable to any angle, mica-filled commutators, motor beautifully nickel plated, base finished in rich velvet black, rust-proof black japanned blades, will operate on either direct or alternating current 105 to 120 volts.

**HOME MOTOR** has attachments to meet all requirements around the home—operates sewing machine, whips cream, eggs, etc., polishes cutlery, silverware, etc., has fan attachment.



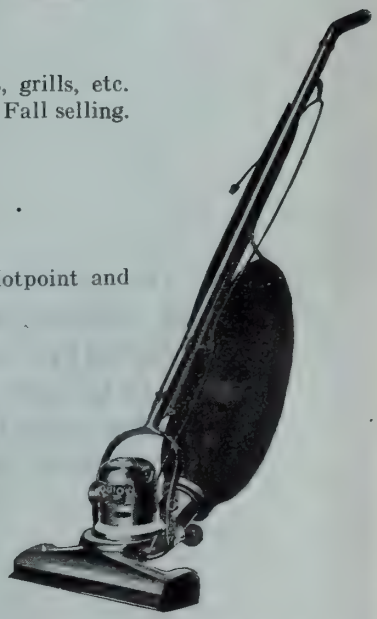
## Electrical Appliances

### FOR SUMMER TIME AND ANY TIME, ANY WHERE

We stock a range of Electric Appliances—toasters, heaters, irons, grills, etc. Now is the time to anticipate your requirements in Electric Heaters for Fall selling. We carry the National and Majestic in stock.

## Vacuum Cleaners

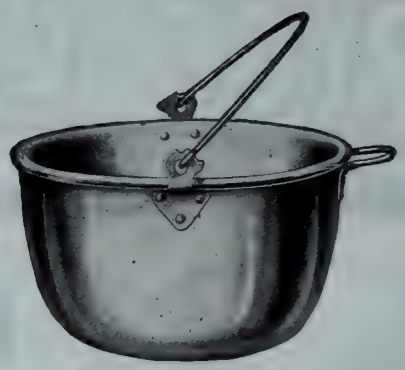
We can supply you with the three leading lines—the Ohio, the Hotpoint and the Cadillac, any one of which we can freely recommend.



# Rice Lewis & Son Limited, Toronto

*Ask the "Rice Lewis Man" or Write Direct*

# Lumino Preserving Kettles!



WE are on the eve of preserving season. If women aren't buying already they soon will be. We show above our new Lumino Preserving Kettle, an article of perfect construction that is bound to create a highly favorable impression among women.

There is no question as to the popularity that awaits this splendid preserving kettle, because it is an article that women have been waiting for.

It is made in three sizes: No. 22A capacity four quarts: No. 24A capacity five quarts: and No. 30A capacity ten quarts.

It is equipped with a heavy, securely rivetted wire handle. The ears are constructed in such a way that the handle will remain fixed in any one of three positions. It is prevented from coming in contact with the vessel itself, thus a cool handle is assured at all times. The interior is left with the *original hard finish* of the metal as it comes from the rolling mill, and will not stain as easily as a brush finish.

Plain tin covers to fit, if your customers desire it.

Have you ordered a stock of our Lumino Ware? It is being accepted in a very gratifying manner in all parts of Canada. Other articles in the Lumino line include rice boilers, straight sauce pans with covers, flaring sauce pans, pudding pans and pie plates. They are good selling articles and their quality is absolutely guaranteed.

Place your order for Lumino Ware to-night.

Shipments Made Promptly

SMP "QUALITY"

The Sheet Metal Products Co. of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

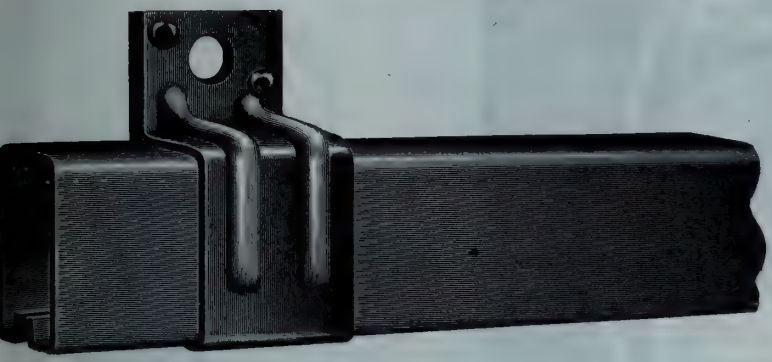
SMP "QUALITY"

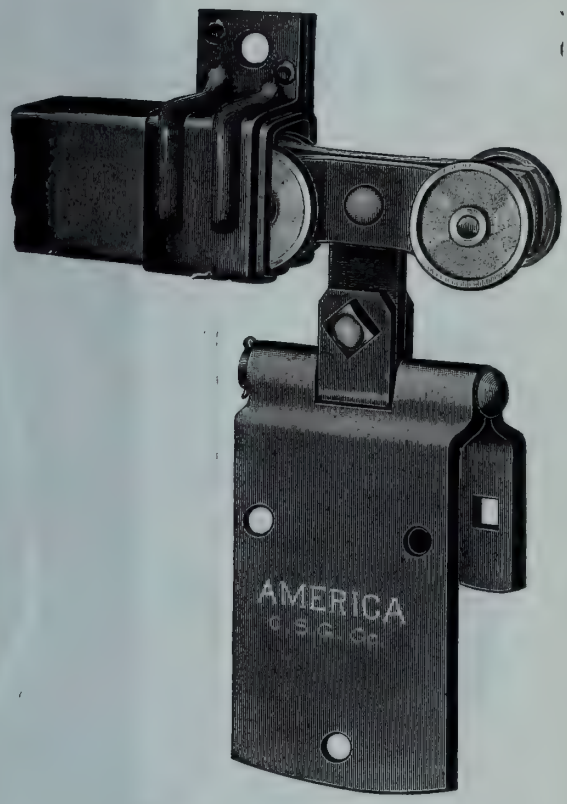
If interested tear out this page and place with letters to be answered.

# "America"

## Trolley Hangers

## The Dealers' Friend






**Steel Trolley Track**
The "America" operates in the Hatch Trolley track—the only track supported by the famous corrugated track brackets. These brackets are naturally, much stronger and better than ordinary plain track brackets.

## The Largest Sales of any Trolley Hanger in the Dominion

If you are not now sharing in the sales of this "best seller" and others of the popular Canada Steel Good Line, you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

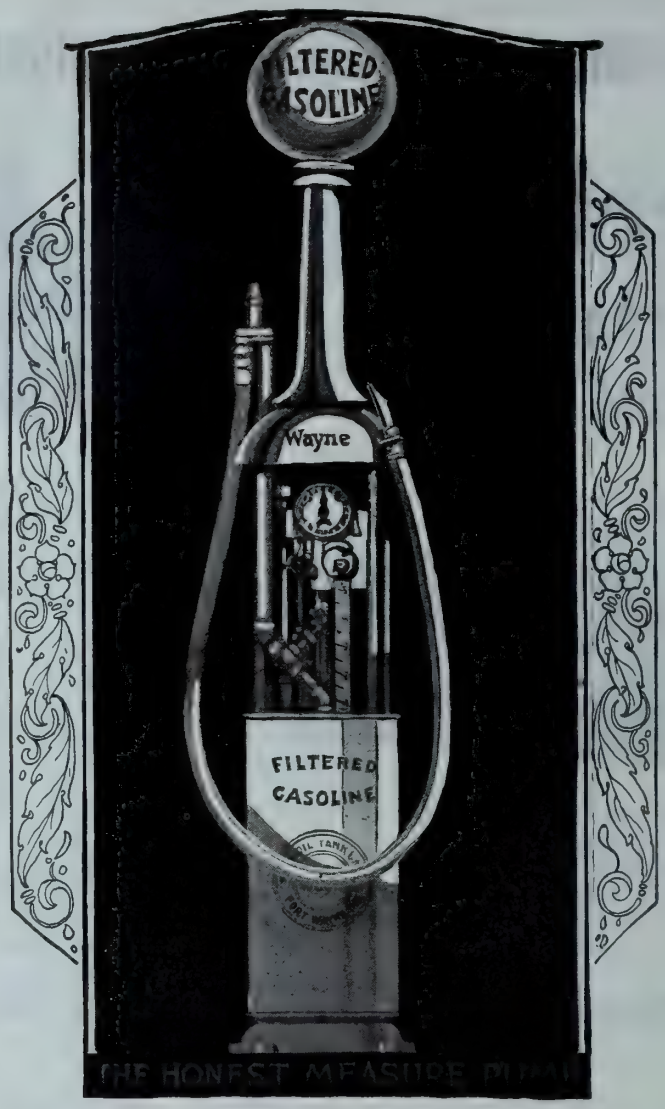
Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

*It Pays You to Handle the C. S. G. Co. Line. Ask Us About It.*

# Canada Steel Goods Co., Limited

**Hamilton, Canada**




# Honest!

What higher tribute can you pay a man than to say—"He is honest!" What greater praise can you give a product than to say—"It is honest!"

Wayne is *the* honest measure pump. The name *Wayne* stands for the *one* principle that gives the gasoline buyer positive assurance of accuracy—the principle of piston-pump measure, mechanically correct and not subject to fallible human judgment.

Note these points of Wayne honesty:

Overhead drain automatically gives the motorist all the gasoline in the hose.

Wayne Dial registers each gallon *after* delivery into the car—not before.

Million Gallon Gear-Drive Meter accurately records all gasoline dispensed.

Graduated Scale is the third check of Wayne accuracy. It shows fractional parts of a gallon.

A positive filter and four screens assure pure gasoline.

Piston-Pump measure assures accuracy. Hand operation eliminates expense, fire and explosive dangers.

You will find Bulletin 276 HM interesting. It is free.

**CANADIAN TANK AND PUMP COMPANY, 121 Adelaide St., Toronto, Ontario, Can.**

**Wayne**

TRADE MARK

## OIL CONSERVATION SYSTEMS

| | | | | |
|---|---|---|---|---|
| Gasoline and Oil Storage Systems | Heavy Metal Storage Tanks | Oil Filtration Systems | Oil Burning Systems | Furnaces for Metal Melting Forging and Heat Treating |

# "DURO" ALUMINUM WARE

## 99% PURE

*Canada's Most Popular Cooking Utensil*

*Wide Range to Choose From.*

No. 165—Tea Kettle.
5 Quart.

"Duro" is setting the pace in the quality race.

Every Piece Guaranteed.

Leading Jobbers Handle "Duro."

**Send for trial order---Duro Aluminum Cleanser. Contains six pads steel wool, one cake soap.**

Dairy Pails.
8, 10 and 12 Quart.

No. 320—Tea Pot.
4 Pint.

Made in Canada by

**W. D. SHAMBROOK & CO.**

Hamilton, - Ontario.

No. 325—Coffee Pot.
4 Pint

No. 47—Egg Turner.

No. 350—Percolator.
8 Cup.

*Representatives:*

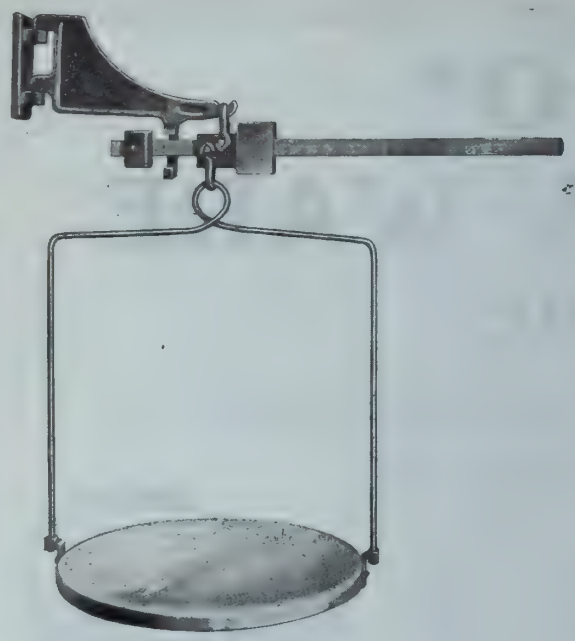
**A. T. CHAMBERS, Vancouver.**

**L. T. WALLS SALES LIMITED, Winnipeg.**

**J. R. ANDERSON, 36 St. Dizier St., Montreal.**

**ARMSTRONG & PATTERSON, St. John, N.B.**

No. 390—Child's Set (3 piece).
Polished or Satin Finish.



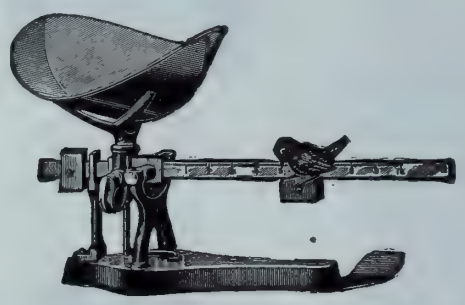
# Hanging Household

## *and Other Useful Scales*

In these days of modern efficiency, the housewife insists on her kitchen scale. With this she checks the accuracy of weight received from the grocer, the butcher, the ice man, etc.

The hanging model shown is a neatly Designed Scale with a capacity of 16 lbs. All the weighing is done without any loose weights, which are easily mislaid or lost.

The beam is nicely nickel-plated, and the figuring on it is clear and distinct. The Pan is of heavy white porcelain, easily cleaned, and kept clean.



No. 212

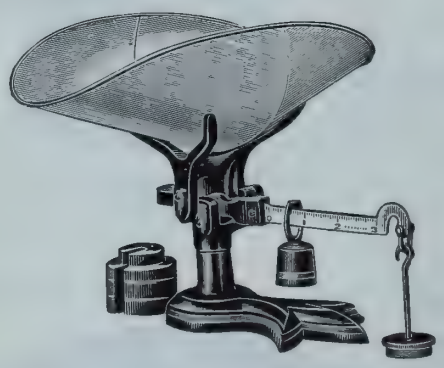
No. 212 has capacity from one ounce to ten pounds. The Scale has nickel-plated beam and strong tin scoop.

It is light, neat and durable, reliable and accurate. Inspected and stamped by a Government official.

It is easily handled, and when not in use, takes up very little shelf room.

No. 214, with capacity of one-half ounce to 25 pounds, has a brass beam, marked to three pounds in half ounce notches.

Extra weights supplied—Two 8-lb., one 4-lb., and one 2-lb., making the total capacity of scale 25 pounds.

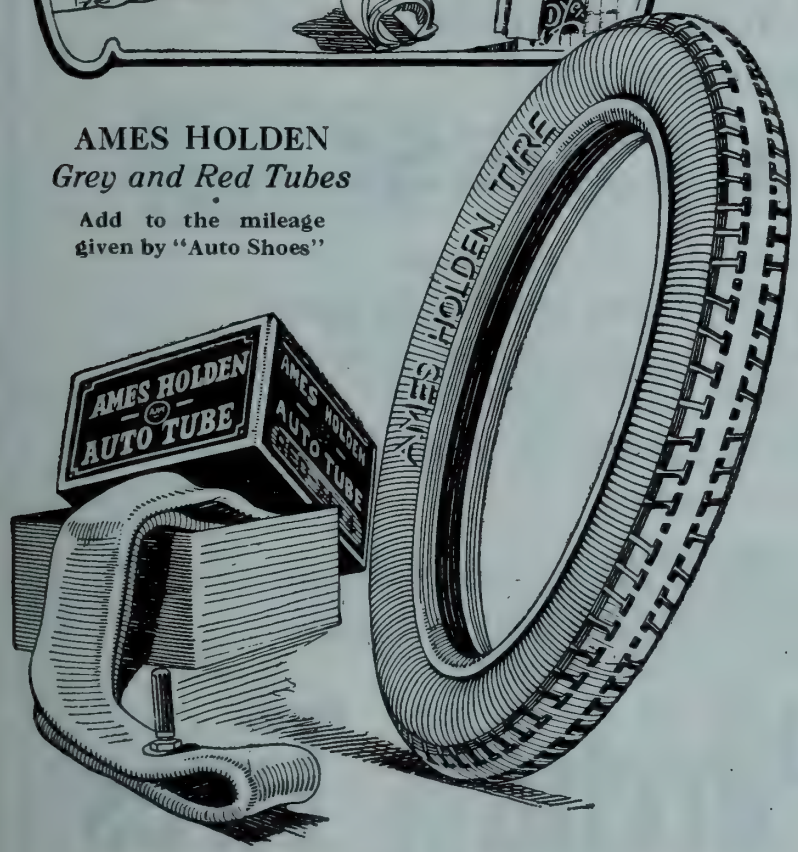


No. 214

This is a new scale, made to meet the demand for a Household scale of larger weighing capacity than No. 212. The scoop is made of heavy tin and is quite large. Government inspected and stamped. Can be used for commercial purposes.

**The BURROW, STEWART & MILNE CO., Limited**

**Hamilton Canada**




**AMES HOLDEN**
*Grey and Red Tubes*

**Add to the mileage given by "Auto Shoes"**

AHM System

# Selling "Auto Shoes"

Business relations should be pleasant—can be pleasant—and incidentally profitable. Selling Amos Holden "Auto-Shoes" is going to be a pleasant business experience for dealers everywhere.

For there is a great purpose behind the marketing of Ames Holden "Auto-Shoes," which carries within it the germs of a new relationship between manufacturer and dealer.

A relationship that calls for mutual confidence, unhampered by system and reels of red tape; based on the fullest intent to deal frankly and fairly with the dealer and consumer alike.

Ames Holden "Auto-Shoes" in the service they give—unusual mileage and reliability—are proving worthy of the policy behind them and the guarantee that upholds them.

And sales—steadily mounting upwards—are the infallible barometers which indicate the persistency of public demand for "mileage that costs less."

Let us tell you about the pleasant relationship that can exist between you and ourselves—the prospects and the profits in handling Ames Holden "Auto-Shoes." Write.

## AMES HOLDEN "AUTO SHOES"

**CORD AND FABRIC TIRES IN ALL STANDARD SIZES.**

*Manufactured by*

# AMES HOLDEN McCREADY LIMITED

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA TORONTO LONDON
WINNIPEG REGINA SASKATOON EDMONTON CALGARY VANCOUVER

**OUR GUARANTEE HAS NO TIME OR MILEAGE LIMITS.**

**If interested, tear out this page and place with letters to be answered.**

# Where Does the Money Come From?

In the Motor Accessory business, what line makes the most money?

## Isn't it TIRES?

If you grant that, then you must allow that to protect the most profitable part of your accessory business you must handle Tires that will give your customers perfect satisfaction and your store a high reputation.

For a Good Name and a Good Profit make it your determination to handle

# "Gutta Percha" Tires

**CORD and FABRIC**

*Write for Prices, Terms and Full Particulars*

**GUTTA PERCHA AND RUBBER, LIMITED**

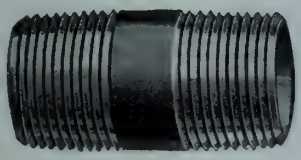
Head Office and Factory, TORONTO

Branches in all the Leading Cities of the Dominion

# WROUGHT PIPE

## COUPLINGS and NIPPLES

Each length of our



## M.R.M. PIPE

is tested to withstand a pressure of 700 pounds per square inch

— BLACK or GALVANIZED —

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

# GOODELL-PRATT
## 1500 GOOD TOOLS

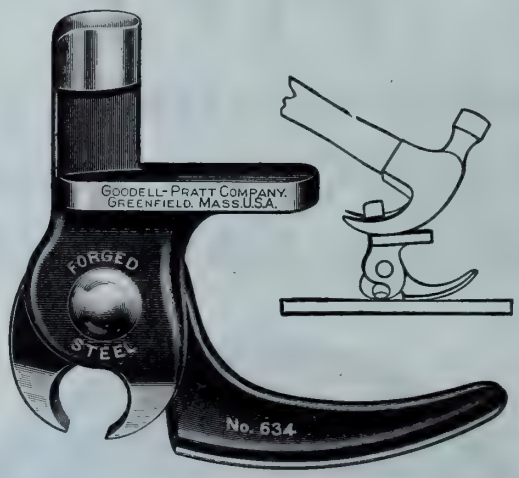
## Pulls Waxed Nails
## Out of Hardwood Knots

**Quicker and easier to use than a large nail puller.**

**The first practical puller that fits the carpenter's pocket.**

# POCKET NAIL PULLER No. 634

*This New Goodell-Pratt Specialty finds a ready sale wherever shown.*




*Made entirely of Steel Drop-forgings.*

*Strong and Serviceable.*

*Neat and Attractive.*

This tool is sure to be most popular with carpenters and householders on account of its simple construction, compactness and strength. It is small enough to be dropped into the pocket and yet is as strong as a tool of this kind needs to be. It is made entirely of drop-forged steel.

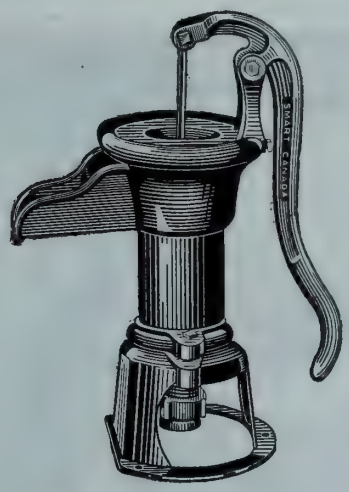
To use this Pocket Nail Puller, open jaws and place them over the nail head. Drive in the jaws by pounding on the head of the puller with a hammer. When the jaws have engaged the nail head insert the claws of the hammer under the head of the puller and the compound leverage enables any nail to be pulled with ease.

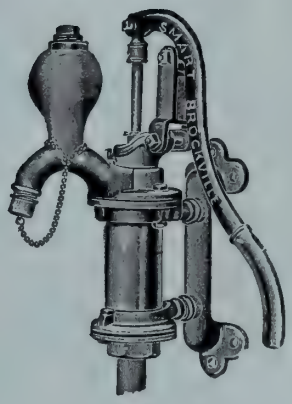
Packed one in a box, List Price $1.25

**GOODELL-PRATT COMPANY** *Toolsmiths* **Greenfield, Mass., U. S. A.**

CANADA
FOUNDRIES & FORGINGS
LIMITED

# Making Good Pumps
## For Fifty Years






SHIPPING FROM STOCK

# JAMES SMART PLANT
Brockville, Canada

*For Accurate Fast — Cutting Efficiency Sell*

# Butterfield Reliable Tools

Butterfield tools cut fast and require less tool-makers' attention. They are accurate and will duplicate work with precision again and again. Because they are sharp, fast-cutting tools they reduce the amount of power consumed. In fact, every investigation of Butterfield Tools brings to light additional evidence to show that they definitely increase production in the shop or factory with a lower proportionate cost.

Butterfield Tools are made in wide variety. A Butterfield catalog will show you the wide range. Moreover, Butterfield's make special tools to order from suitable working drawings or from samples. Thus hardware dealers are able to turn any inquiry into an order.

**Foreign Representatives:**

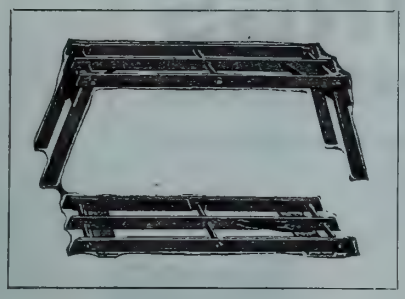
Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjama Hermanos, Barcelona; Japan, Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A. South Africa; H. Parker Wood, Cape Town, Durban and Johannesburg.

**Butterfield & Co.,**
**Division**
**Union Twist Drill Co.**
**Rock Island Quebec**

**BUTTERFIELD**

**If interested, tear out this page and place with letters to be answered.**

# "Dowswell Products"

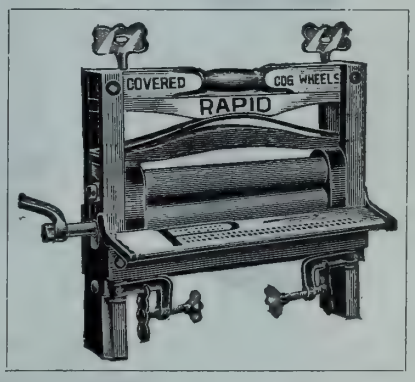


There has always been a demand for a cheap, light tubstand. The "Little Gem" which fills that demand has leaped into instant favor since it was introduced a short time ago.

Put some on your floor and see how readily they will sell.

A quality product that will be found extremely useful in any household. It is light and strong and can be put up and taken down by a woman leaving the lawn clear. As it has 7 foot Arms and 150 ft. of line it will hold a good sized family wash.

The "Rapid" is for those who want a good reliable wringer at a moderate price. It has standard grade rolls, which are guaranteed for one year in family use, and is built in the same careful way as the rest of our wringers. It is for use with either round or square tubs.




*ELECTROS FOR NEWSPAPER OR CATALOGUES SENT FREE*

## DOWSWELL, LEES & COMPANY, Limited

HAMILTON, CANADA

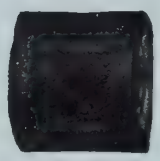
**Eastern Representative:**
JOHN R. ANDERSON, MONTREAL

**Western Representatives:**
HARRY F. MOULDEN & SON, WINNIPEG

**If interested, tear out this page keep with letters to be answered.**

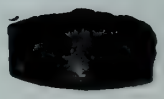
# CRANE FITTINGS

**MALLEABLE — CAST IRON**



## *Make Tight Joints*

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.



**CRANE**
**LIMITED**

***Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.***

**CRANE**
**LIMITED**
HEAD OFFICE & WORKS
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MONTREAL

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HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

**CRANE-BENNETT**
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM.

14

If interested, tear out this page and place with letters to be answered.

# Millers Falls Braces

## Millers Falls Ratchet Brace Nos. 30 to 34

DURING nearly two generations this brace has been the standard and still has the largest sale of any brace on the market today. The Barber chucks, with forged alligator jaws will fill all requirements where bit stock shanks only are used.

This brace is beautifully finished and a credit to your stock.

Sizes 34/6 33/8 32/10 31/12 30/14 inch sweep.

## Millers Falls Ratchet Brace Nos. 870 to 872

THIS is the last word in a ratchet brace. It is equipped with the Lion Ball-bearing chuck, a completely covered dust proof ratchet, a ball-bearing head as well as ball-bearing sweep handle. Ball-bearings at every possible friction point, give this brace a wonderful boring power in metal, cement, or the hardest wood.

This tool will build a reputation for your tool department.

Sizes 872/10 871/12 870/14 inch sweep.

*Canadian Sales Agent*
ADCOCK & BREWER
LIMITED
222 St. James Street
Montreal, Que.

**Your stock should contain a complete assortment of Millers Falls Tools. Ask us for suggestions on what you should carry.**

The Lion chuck on this brace will not only take bit-stock shanks but also round shanks from 1/8 to 1/2 inch in diameter. and No. 1 Morse taper shanks. The master jaws are of forged steel, the chuck body of strongest bar steel, and the hood in the chuck shell is case hardened.

MILLERS FALLS COMPANY
MILLERS FALLS, MASSACHUSETTS (FOUNDED IN 1868)
*Manufacturers of "Millers Falls" and "Universal" Hack Saw Blades*

MILLERS FALLS TOOLS
SINCE 1868

If interested, tear out this page and place with letters to be answered.

# I-XL RAZORS

## GEO. WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

No. 2000

*PEERLESS*

No. 1000

*CONQUERER*

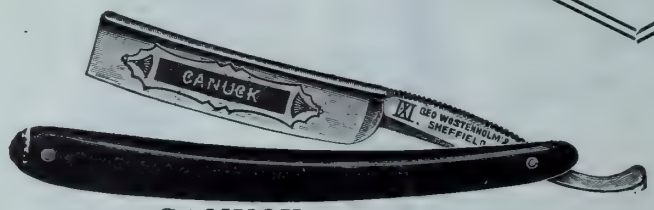
**I-XL RAZORS**

are made of the finest grade of Sheffield razor steel, by a selection of skilled workmen who pay most careful attention to the grinding and tempering. Each blade is carefully honed and tested before leaving the factory, and a written guarantee is placed in every box.

A merchant may build his reputation on the I.XL Brand, as it speaks for itself, creates satisfied customers, adds to the reputation of his business, and saves time and expense in making sales.

*Write for Our Booklet of Illustrations and Descriptions*

No. 5000




*CANUCK*

No. 5001

*IMPERIAL*

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

**A. MACFARLANE & CO., LTD.**
MONTREAL, QUE.

Sole Agents for Canada

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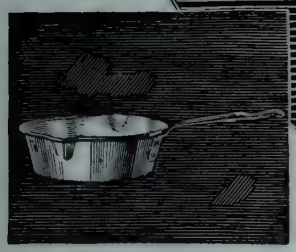
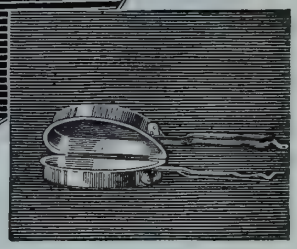
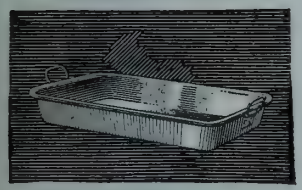
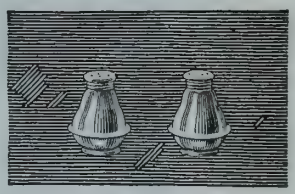


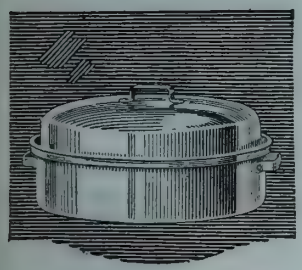


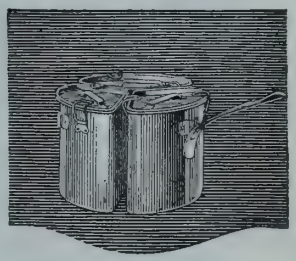
A·G·M·CO. VIKO ALUMINUM





# *Boost Your Sales With Viko Baking Pans*





Women who once use aluminum pans for cooking and baking, will use no others. For aluminum possesses strength without weight, is an excellent heat conductor and takes a permanently smooth finish.

VIKO, The Popular Aluminum, sells easily and brings you repeat orders. The Viko Aluminum baking pans, such as shown above, allow fine baking results in cookies, muffins, pies and cakes.

Call the attention of your women customers particularly to the Viko Cookie Pan, with its smooth, flat surface that bakes cookies to an even brownness and turns them out without their sticking to the pan.

For full information about the VIKO line—

*Ask Your Jobber*

**Aluminum Goods Manufacturing Company**

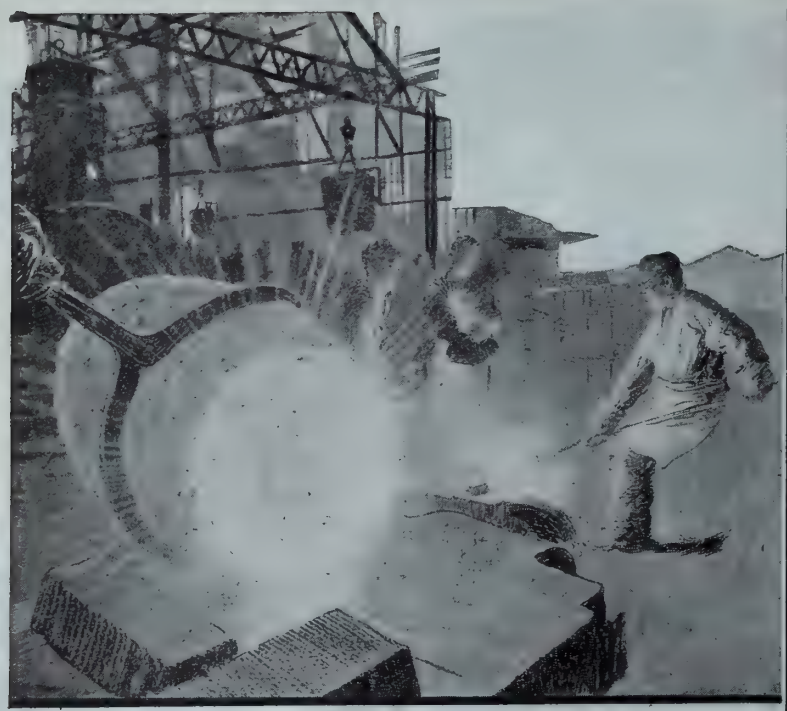
General Offices: Manitowoc, Wisconsin, U. S. A.

*Makers of Everything in Aluminum*

# VIKO

# The Popular Aluminum

If interested, tear out this page and place with letters to be answered.



# Where Disston Quality Is Born

There is something more than a proper mixture of metal put into the crucible when Disston steel is made.

It is an unseen, intangible ingredient—yet as big and real as the tremendous plant in which Disston Saws and Tools are made. The long experience of men whose fathers were Disston steel workers, whose grandfathers worked out the secrets of fine Disston steel generations ago—this is what has made the present quality of Disston steel.

Under the greatest test of all, hard service over a long period of years, the quality born in Disston steel is revealed. The greatest praise of Disston Saws and Tools comes from men who have used them longest, men who write of these tools with a friendliness, and even affection, seldom given to inanimate objects—and there could be no higher tribute.

DISSTON TRADE MARK U. S. Pat. Off.

Send for booklet on the selection, care, and use of Disston Saws, Tools, and Files.

HENRY DISSTON & SONS, Limited
TORONTO CANADA
Branch: Vancouver, B. C.

## A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

*"The Saw Most Carpenters Use"*

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws

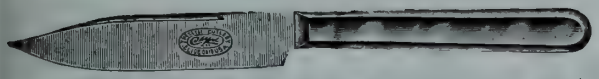
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

# DISSTON

# SAWS TOOLS FILES

If interested, tear out this page and place with letters to be answered.



THE CLYDE CUTLERY CO. Clyde 1850 CLYDE, OHIO, U.S.A.

# The CLYDE CUTLERY CO., Clyde, Ohio

*Manufacturing a complete line of*

## HOUSEHOLD CUTLERY

***A knife specially designed for every household use. Made from the finest steel by skilled workmen.***

Butcher Knives
Kitchen "
Bread "
Slicing "
Carving "
Cooks' "
Grape Fruit Knives
Palette "
Oyster "
Putty "
Family Cleavers
Kitchen Forks

See that you have our new number 18 catalogue, now ready for distribution, as this shows a very complete line of our new designs in Aluminum Handle Household Cutlery.

*Canadian Sales Office* **ADCOCK & BREWER, LIMITED** *MONTREAL, Que.*

THE CLYDE CUTLERY CO. Clyde 1850 CLYDE, OHIO, U.S.A.

# Wrought and Steel Plate WASHERS

**OF ALL DESCRIPTIONS**

**ROUND AND SQUARE**

**PLAIN OR GALVANIZED**

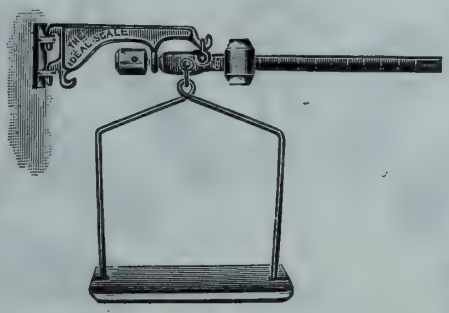
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. CO.**

**Milwaukee, Wis.**




# IDEAL for Pre-serving

The big demand for a household scale comes during the preserving season. Are you in a position to help fill it?

**The "Ideal" Wall Scale is especially adopted for this as well as any other household requirements.**

If your jobber can't supply you write us direct.

## Braun & Bonnick, Ltd.

**86 John street, Toronto**

**Hale Bros., Montreal, Eastern Representatives.**

# Satisfaction

## — In the Sales it Makes
## — In the Service it Renders
## —In the Goodwill it Creates

All round satisfaction both for the customer and for the dealer is the inevitable result of selling a "New Idea" Pipeless Furnace—the scientific heating achievement of the day.

The "New Idea" circulates heat the natural way, imparting a healthful June-like warmth to every room in the house from one duplex register. It saves fuel, saves room, saves trouble.

The "New Idea" is made with a one-piece heavy flanged cast fire pot which is guaranteed for five years.

The "New Idea" sells readily, the profits are generous and it is a means of building up a successful business.

Write us at once for particulars of our attractive proposition to dealers.

New Stove Catalogues just off the press, which we will gladly mail upon request.

# NEW IDEA
## Pipeless Furnace

Fully Guaranteed Burns Coal or Wood

# The Hamilton Stove & Heater Co., Limited

Successors to Gurney Tilden Co., Ltd., Hamilton.
**75 Years successful manufacturing "Souvenir" Stoves and Ranges.** "New Idea" Furnaces.
Montreal Representative:—Mr. Charles Nicoll, 614 Aylmer St., Montreal.
Vancouver:—1073 Hamilton St., Vancouver, B.C.
Winnipeg:—134½ Higgins Ave., Winnipeg, Man.

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, Etc.**

## The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

**John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.**

TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

***Ask for Literature***

## Alex. McArthur & Co., Ltd.
***Established 1879***

**82 McGill Street Montreal, Canada**

The demand for batteries that will give the user utmost satisfaction is fully met in

# NORTH STAR

## Dry Cells and Multiples

Our claim that North Star batteries will give longer and more dependable service than any other battery manufactured in Canada is backed by a guarantee that fully protects both the user and dealer.

ASK YOUR JOBBER

**A New Exclusive North Star Feature**

See the improved terminals used only on North Star Multiples. They insure perfect contact and prevent loose connections.

## Canada Dry Cells Limited

Winnipeg, Man.

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

| HEXAGON BARS | | MACHINE STEEL | |
|---|---|---|---|
| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

## GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

# "FROST RIVER" REFRIGERATORS

The Davidson "Frost River" for many years has been the first choice with everybody who knows its good points. It is made entirely of galvanized steel sheets, the outside finished in beautiful French Grey enamel, while the inside is lined with pure white enamel. The doors are panelled and made of well-seasoned hardwood and fitted with solid brass locks and hinges. Removable rustless tinned wire shelves make for better air circulation and in addition are more sanitary and easier to clean. Large, roomy ice chest ensures greater economy.
The "Frost River" always gives satisfaction and consequently always finds a ready sale.

Full particulars and prices sent on request.

*The Thos Davidson Mfg Co Limited*

**Head Office - Montreal**

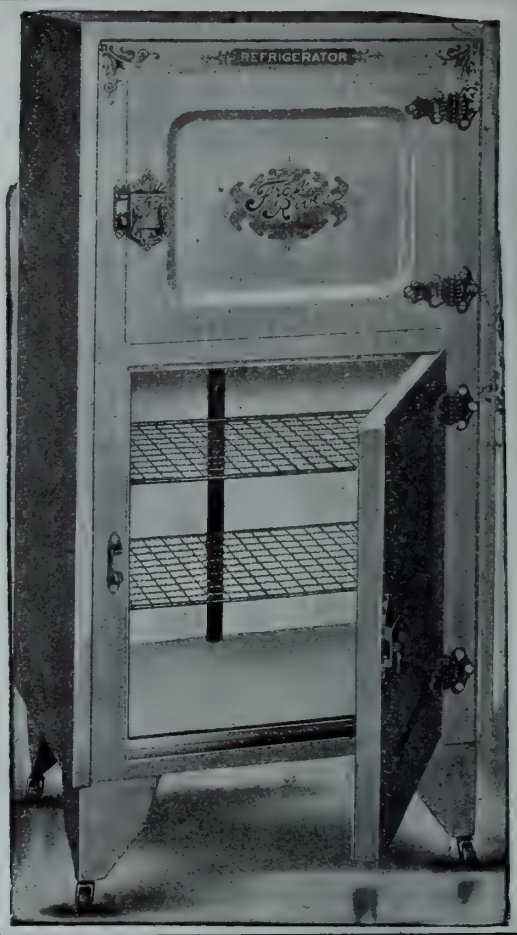
*Branches*

**Toronto and Winnipeg**

**Steel Foundry Division:**

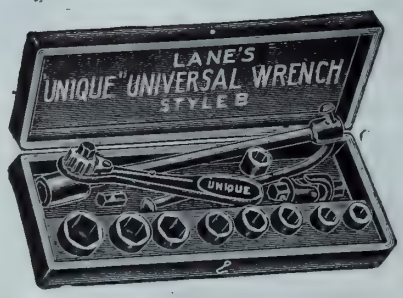
**Lachine Canal, Turcot**

# DAVIDSON




# LANE'S UNIQUE TOOLS

## Unique Universal Socket Wrench Set




**Style "B" Set**

Lane's Style "B" Unique Universal Socket Wrench is the equivalent of eight Tee handle, eight Flexible, and eight off-set Ratchet Wrenches—a total of twenty-four wrenches. Each set consists of an eleven-inch, Sliding, T-Handle, Socket Wrench—a 7 in , Unique Reversible Ratchet Wrench—Universal Joint, Adapter Pin, and eight Unique broached steel sockets with hexagon openings from 7-16" to 7-8".

Lane's new Wrench Sets sell as well for the hardware merchant as have the pioneer Unique Ratchet Wrench Set Line. Mechanics fully appreciate the utility of this versatile wrench, and buy them readily. Lane's new Unique Universal Socket Wrench is built throughout of cold rolled steel. The Joint is machine made and hardened. It will operate at any angle up to 45 degrees. The sliding handle permits using the wrench in close quarters.

*Manufactured by*

## Will B. Lane Unique Tool Co.,

**170 West Randolph St., Chicago, Illinois**

# BALE TIES

## Prevent Broken Bales And Commercial Loss With

## Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

**The Laidlaw Bale-Tie Company**
Limited
Hamilton, Canada

*Agencies:*

Norman Jessiman, Vancouver, B.C. — A. T. Diggins, Toronto, Ont. — Harry F. Moulden & Son Winnipeg, Man.
H. E. O. Bull, Montreal, Que. — M. Bryan, 24 Aldgate, London, Eng.

# NAILS
# WIRE
# BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS

## STRAIGHTENED RODS

## COPPERED AND TINNED WIRE

**Are You a User? Did You Read This Ad.? If So, Ask for Prices.**

## THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.
TORONTO

## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

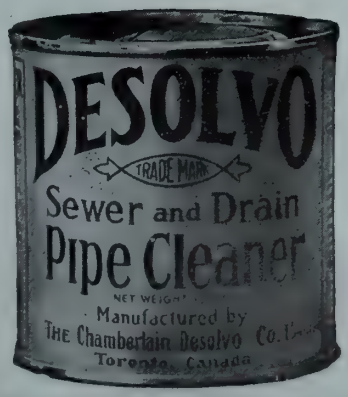
It pays to sell STILL'S.

**J. H. Still Mfg. Company**
ST. THOMAS -:- ONTARIO

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all holder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

**CHICAGO SOLDER COMPANY**
4225 Wrightwood Ave. Chicago, U.S.A.




**It has a Big Market With Hotels, Office Buildings, Etc.**

**Desolvo is a boon to the big establishment. Your market is good for large lots of Desolvo with them. The time, money, and labor-saving features make these larger buyers steady repeat buyers.**

**The Chamberlain Desolvo Company, 109 Church street, Toronto**

Eastern Canada Representatives:
Richardson & Bureau, 55 St. Francis Xavier St. Montreal, Quebec.
Ontario Representative: L F. Mayne, 875 Trafalgar St., London, Ont.
Western Canada Representatives: N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B.C.

## The "NATIONAL" Line
OF
## GUARANTEED
# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

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**Montmagny, Quebec**

Most of your customers want Star Hack Saws — why not concentrate on the leader, and speed up your profits?

Star Saws in the famous green box are now sold by Clemson Bros., Inc., who have made them since 1883. Don't get side-tracked — insist on Star Saws.

**CLEMSON BROS., Inc.**
Middletown, N.Y.
*Canadian Office and Warehouse:*
304 Imperial Office Building
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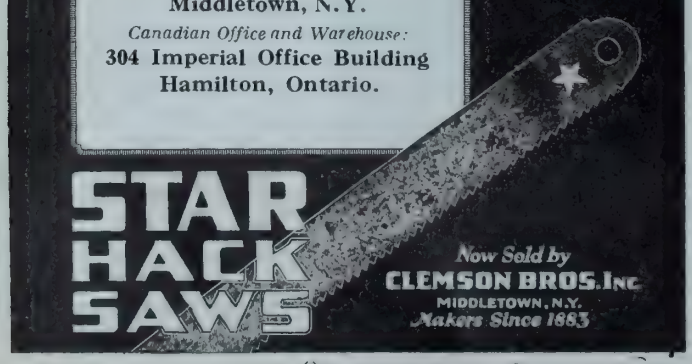


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We couldn't afford to advertise this claim before the whole hardware trade of Canada unless we had all the facilities to make it good.

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MENDETS
A PATENT PATCH

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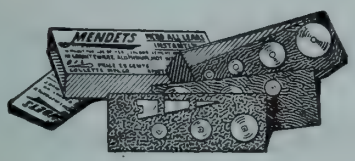
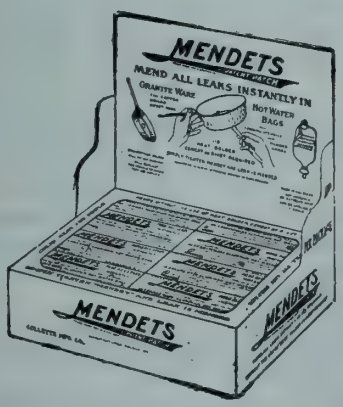


The merchant has much to gain and nothing to lose by stocking Mendets. A display of Mendets on your counter work all the time. The small space occupied can scarcely be considered as any selling cost at all. They take almost none of your time because your customers are convinced by an examination of the display while you are busy with other sales. Mendet sales are enormous; what share are you getting?

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Collingwood, Ont.

## How Competition in the Metal Trades Helps Your Tool Business

When the cry in the metal trades was output, Starrett Tools played a big part in reconciling quantity production with quality workmanship.

Today when keen competition is forcing production to still more exacting standards of accuracy — Starrett Precision Tools are even more vital to the metal working trades.

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THE

**L. S. Starrett Co.**

The World's Greatest Toolmakers, Manufacturers of Hack Saws Unexcelled

ATHOL. MASS, 42-187

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STARRETT TOOLS — STARRETT HACK SAWS

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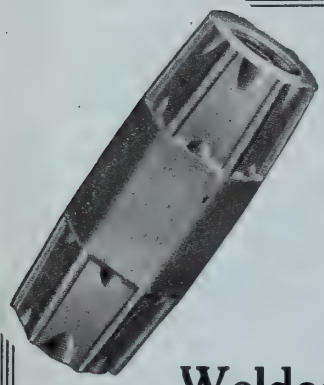

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# Pump Rod Couplings

They do not come to you in an old sack, but neatly packed in boxes of 25. These neat attractive packages make pulling displays. Demon Grip are forged and welded steel—a solid coupling. They sell easily and create good-will and satisfied customers.

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*Vanadium Steel*

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

**T. F. Shurly Company, Limited**
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

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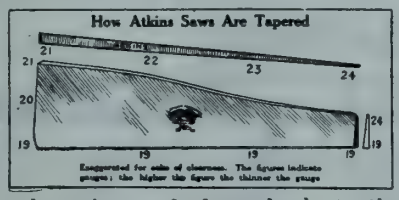
## STERLING QUALITY SAWS

## REASONS WHY YOU SHOULD SELL ATKINS STERLING QUALITY SAWS

**Sterling Quality Steel is our exclusive formula, and the best saw steel made**




Atkins Hand Saws are ground the two-way taper, that is, the cutting edge is the same thickness while the back tapers evenly from the handle to the point and from back to the cutting edge. See illustration.

**Segment Grinding**

Atkins Cross-Cut Saws are Segment Ground. This gives our saws clearance with very little set. The illustrations show the difference between Atkins process of SEGMENT GRINDING and the imitation.

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It is the expected sales that bring the unexpected sales in their wake.

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That is why these five brands—the standard of file quality—are doubly good business for you:

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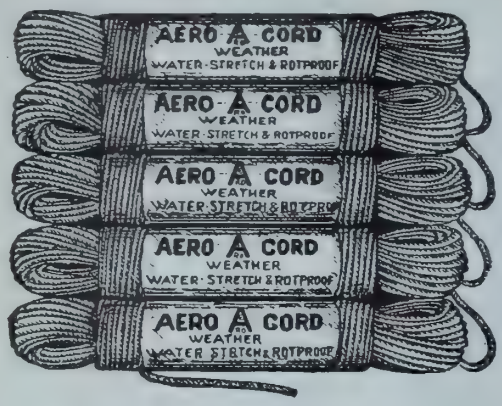
Made in Canada by:

## Nicholson File Company

**Port Hope - - Ontario**




**Your trade is entitled to the best article procurable for a given purpose, price being equal**

AERO

## AERO SASH CORD

**WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.**

**Manufactured by**

**THE AERO MFG. CO., LIMITED**

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**Established 1863**

TRADE MARK

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Owned and Operated by Nicholson File Co.

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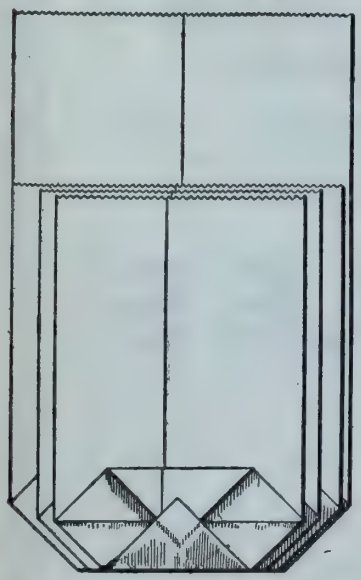

We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

***Request samples and prices. You will be more than satisfied.***

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**OTTAWA - CANADA**

# Again in Demand

**The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.**

**There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.**

**Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.**

**Order a supply of Cane's Tubs from your dealer for a source of Good Revenue**

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**Manufacturers NEWMARKET, ONTARIO**

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include gauges for every conceivable purpose—for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

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**93-97 Adelaide Street West, Toronto**

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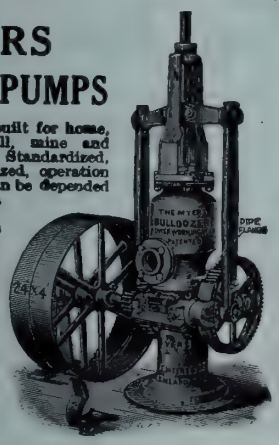

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

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Coaster and Express Wagons
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**"We Ship While Others Are Thinking About It."**

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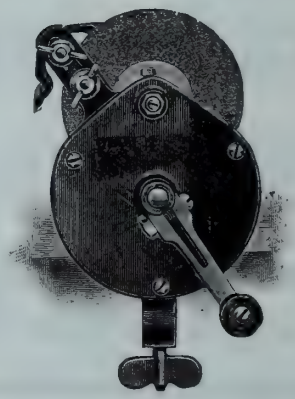

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*ARE ENCLOSED CUT GEAR MACHINES*

## Points That Make Sales

The Coolkutter Tool Grinder is a quality product that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build you. sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan. made in four sizes.

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**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87.**

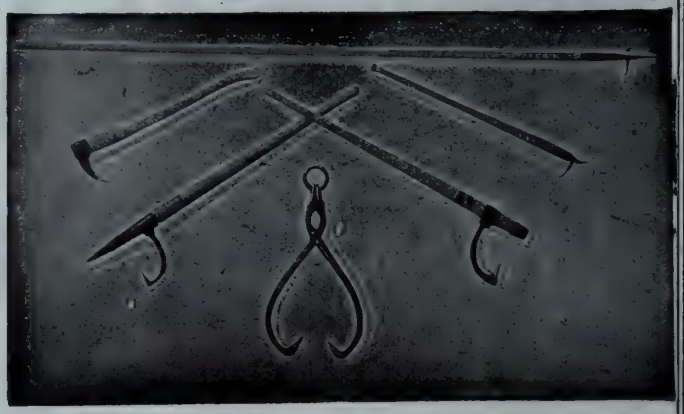
**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

**THOS. PINK COMPANY, LIMITED**

**Manufacturers of Lumber Tools**

**Pembroke Ontario**



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## ROUND STEEL WELDED TANKS

### Top End Open

Made any gauge iron from 20 G. to ¼" plate, welded throughout (making them practically one piece), these tanks are guaranteed to be absolutely leak-proof. The welding process makes this guarantee possible. We specialize on heavy tanks for manufacturers, finished round top with heavy angle steel if desired.

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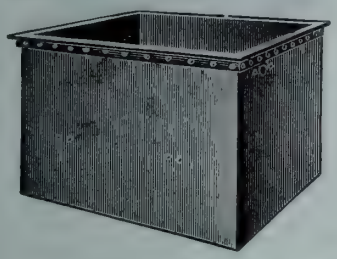
Another leak-proof, one-piece tank of similar quality to our Round Tanks; finished around top with heavy angle steel and the larger ones with extra cross and upright braces. Any size tank or pipe fittings can be supplied.



### Also Air Pressure and Gasoline Tanks

*Write for price lists. We also make baths, dairy equipment, gasoline tanks, truck tanks, etc.*

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**Suitable For Slow-Moving Bearings**

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# The Newest and Latest Maxwell Washer

AS ITS NAME implies, this washer cleanses the clothes by the vacuum process—the simplest and most natural method known. It makes instant appeal to every housewife entering your store.

## *Maxwell* Vacuum Washer

Note that the location of the gears is UNDER the tub. The washer cannot tip over when the cover is open, for there are no heavy gears above tub to make it top heavy. Automatically-cut gears ensure an exceptionally smooth, quiet running machine.

All wooden parts are beautifully finished in natural wood and metal parts painted in aluminum bronze. Its appearance attracts immediate attention. A single demonstration effects many sales, for every satisfied user sells others.

Write for descriptive folder and prices.

**Maxwell's Limited**
**ST. MARYS, ONTARIO**

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## THE WORD TRIMO

Pipe Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

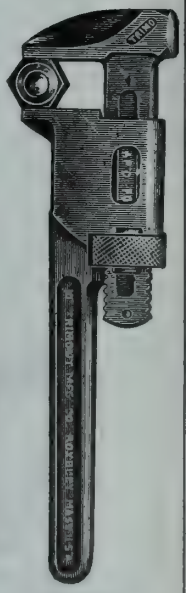
The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Nut Wrench

**TRIMONT MFG. COMPANY**
ROXBURY (BOSTON), MASS.
*MANUFACTURERS*

TRADE MARK

# *Let us Prove the Penetration of the New Dominion 30-30*

Ask the Dominion Cartridge representative, on his next visit, to give you a practical, public demonstration of the increased velocity of the new Dominion 30-30.

Wherever Dominion Cartridge salesmen have given demonstrations, the sales of Metallic Ammunition have shown a sudden increase which proves the value of these demonstrations.

*Cross section of pine showing 13-inch penetration of Dominion 30-30 soft point.*

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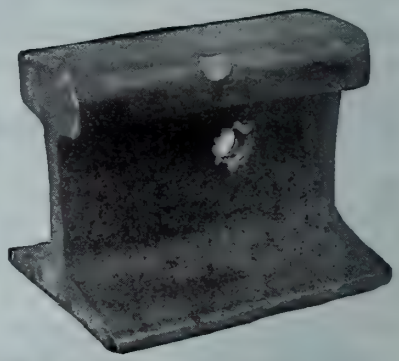
All popular sizes of Metallic Cartridges can now be obtained in Dominion quality including .250 Savage, .280 Ross, .30 Rem rimless, .32 Rem rimless, .33 Winchester, .35 Rem and .351 Self-loading.

The new Window Trim—for your fall sporting window—strongly features Dominion Metallics and will be of great assistance to all hardware merchants, who are building up their ammunition sales by concentrating their sales effort on Dominion Ammunition.

Send your ammunition specifications to your jobber today and help us to insure you a prompt delivery.



*Steel rail showing hole made by Dominion 30.30 soft point.*

## Do this to-day!

There will be a consistent demand this Fall for ammunition, but you cannot make sales unless you have the goods. We cannot manufacture more than a certain percentage of Canada's requirements without specifications. In order to be assured of delivery, you should specify your requirements now.

## DOMINION CARTRIDGE CO.
### LIMITED

Owned and operated by CANADIAN EXPLOSIVES, Limited

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Halifax, Toronto, Sudbury, Winnipeg, Vancouver

*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII JULY 9, 1921 No. 28

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The stamp of this brand on any GALVANIZED IRON is an immediate guarantee of quality, and an assurance that the iron may be subjected to the severest possible tests.

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**If You Want the Best**

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## A Vacuum Cleaner Which Eliminates All Trouble

"The Cleaner With the Ball Bearing Motor"

## The MITCHELL is Canada's Greatest Cleaner

The MITCHELL is the *only* Cleaner made in Canada under one roof, from casting to Motor. It is built with *all Canadian* capital by *all Canadian* labor.

The MITCHELL is the only Cleaner that has, as standard equipment, a Ball Bearing Motor.

The MITCHELL Cleaner is backed by a guarantee that is the most liberal ever made.

The MITCHELL is the first Cleaner in which is combined high Volume and Velocity of air and a revolving brush. Brush is driven from *both* ends.

**THE MITCHELL VACUUM CLEANER Co., Limited**
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APPLY FOR THE MITCHELL DEALERSHIP:

MITCHELL dealers are granted exclusive territory.
A big advertising campaign will give The MITCHELL tremendous selling momentum.
A MITCHELL dealership ties up very little capital and opens the way to liberal profits on a big volume of business.
WRITE or WIRE FOR INFORMATION REGARDING THE MITCHELL REPRESENTATION.
**Act today! There will be only one MITCHELL dealer in your city.**

**If interested, tear out this page place with letters to be answered.**

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. JULY 9, 1921 No. 28

# Need New Basis for Selling Gasoline

Unjust Variation in Volume Due to Difference in Basis of Purchase and Basis of Sale by Retail Trade Brings up Involved Question concerning Sale of Gasoline, Lubricating Oil, Coal Oil, Linseed Oil and Turpentine. Main Responsibility Rests With Weight & Measures Dept.

IN view of protests which have been made at various times by hardware merchants, particularly those in Western Canada, concerning the basis for selling gasoline and other petroleum products, Hardware and Metal has recently conducted an investigation of the subject setting forth some new angles showing why some merchants report losses on selling these products and showing where lies the responsibility for rectifying the situation.

In all petroleum products there is a natural expansion and contraction of volume due to temperature and, briefly, the trouble arises over the fact that the merchant who buys his gasoline, coal oil, lubricating oils, and other than petroleum products such as turpentine and linseed oil on the weight basis and in turn sells them on the measure basis, loses when the temperature is lower than the standard temperature at which the weight is taken. This loss is directly due to the fact that a lesser volume will weigh the required amount for a gallon when the temperature is colder than the standard, and in turn if the temperature is higher than the standard at which it is weighed by the oil companies, the merchant will have a greater volume.

### Where the Variation Comes In.

Thus in the case of gasoline the standard temperature at which the weight of a gallon is taken is 60 degrees Fahrenheit, allowances being made for specific gravity. A drum is filled with gasoline and it is weighed, the number of gallons to a certain weight being ascertained by referring to a chart which the oil companies have prepared on the basis of varying density. If the contents of this drum shows on a weight basis to be 50 gallons and this gasoline is subsequently emptied into a tank and pumped out in Imperial gallons by a gasoline pump when the temperature is about 20 degrees there is a variation of 40 degrees from the standard. The oil companies figure there is a variation, due to contraction and expansion, of approximately 1 per cent. for each 20 degrees, so that in this case there would be a loss of 2 per cent. or 1 gallon in 50. On the basis of a profit of two cents per gallon and with gasoline selling at 40 cents per gallon it is evident that the ordinarily small profit of $1.00 on the 50 gallons is cut to 58 cents due to the entire loss of one gallon at 40 cents, and the 2 cents profit on it. Similarly on 100 gallons the ordinary profit of $2.00 is cut to $1.16 when sold at 40 cents per gal. due to the entire loss of 2 gallons when sold at 40 degrees lower than the standard.

When the temperature rises above 60 degrees the merchant stands to gain by securing a larger volume by weight than the imperial gallon measure will give. When this condition prevails he benefits to the same extent as he loses when the temperature is below 60 degrees. Thus on 100 gallons of gasoline purchased in drums and sold at 80 degrees he would have 101 gallons if measured out by Imperial gallon measure. If sold at 100 degrees, such as frequently prevails at this season of the year the content of the drums would measure out 102 gallons Imperial measure, being 2 per cent. greater due to the variation of 40 degrees from standard and this difference being in such a direction as to expand the gasoline. Of course the temperature of the air cannot be taken as an example, the temperature of the gasoline itself must be taken. It is noteworthy that gasoline is generally a few degrees different to the temperature of the air.

Loss from evaporation is a very minor consideration in the sale of these products, so that some means of equalizing the basis on which these products are bought and sold to overcome the difference due to buying on a weight basis and selling on a measure basis, is the important factor.

### Motorist Affected Too.

It is not the intention to discredit the sale of gasoline by weight, rather it appears that this is a fairer way in which to sell gasoline than on the measure basis such as is done where sales are made direct from tank waggons. As far as the ultimate consumer is concerned—the motorist—it must be kept in mind that the gasoline in his car just prior to use is heated up to approximately the same degree no matter whether it is used winter or summer. Its value per unit is therefore the same at time of use. Therefore if he purchased his gasoline on a weight basis he would be sure to get the same number of units at all times, which is not the case on the present basis of sale. Thus the present system is unfair to the merchant and to the consumer.

### Broad Question.

The question is a broad one, taking in the attitude of the pump manufacturers toward the matter of providing a pump which might measure on a weight basis or make other allowance for varying temperatures, and it also brings in the Weights and Measures Department at Ottawa which appears to have been very lax in not having amended the regulations to cover the needs of the present day while sending inspectors around to prosecute where any variation is found. If an inspector comes around when the temperature is 20 degrees and he measures out what should be 100 gallons of gasoline from a tank he will find only 98 gallons because of the contraction due to temperature. The merchant is then penalized unjustly. The problem is to find a basis for standardizing the basis of sale with the basis of purchase so that the retailer and the consumer will be treated fairly. This is up to the Weights and Measures Department which so far has shown little attempt to amend the law to meet today's conditions.

This subject will be discussed further in the next issue giving some of the opinions of the oil companies and pump companies and extending its scope to the other products mentioned.

**WHAT IS YOUR OPINION?**

**Hardware and Metal will welcome contributions from all branches of the trade interested in the sale of gasoline, lubricating oils, coal oil, turpentine and linseed oil, concerning the matter outlined in this article. This is the first of a series of articles to appear, based on investigations conducted by Hardware and Metal, designed to show up the weaknesses of the present system of handling these products through the retail trade, and to show where responsibility lies for correction. Many retailers report losses on handling these products due to the lack of a standard applying to both purchase and sale and the question is therefore one which calls for the utmost consideration.**

# Bethlehem Co. Announce Reduction in Steel Prices

Statement issued by W. G. Grace, President of Bethlehem Steel Company Quotes New Range of Prices Now Effective, and Covers Present Steel Situation.

FOLLOWING is a comprehensive statement covering steel prices recently authorized by E. G. Grace, President of the Bethlehem Steel Company, and these remarks on the present situation are calculated to be of keen interest to the Canadian trade.

"The Bethlehem Steel Company announces a new schedule of steel prices, effective, Tuesday, July 5th. The changes are as follows:

| | Old Prices | New Prices |
|---|---|---|
| Bars | 2 10 | 1 90 |
| Structural Shapes | 2 20 | 2 00 |
| Plates | 2 20 | 2 00 |
| Sheet Bar | 39 00 | 35 00 |
| Billets, 4x4 | 37 00 | 33 00 |
| Slabs | 38 00 | 34 00 |
| Blue annealed sheets | 2 85 | 2 65 |
| Black sheets | 3 75 | 3 50 |
| Galvanized Sheets | 4 75 | 4 50 |
| Tin Plate | 6 25 | 5 75 |
| Skelp | 2 20 | 2 00 |

The new prices represent a reduction of $4.00 per ton on bars, structural shapes, plates, skelp, billets, sheet bar, slabs and blue annealed sheets; $5.00 per ton on black and galvanized sheets; $10.00 per ton on tin plate.

Present manufacturing costs do not in any sense warrant these reductions, but this Company desires to contribute even more than its full share to re-establish conditions in the Steel trade on what might be regarded as a normal basis.

There has been so much said about steel prices not having been reduced to pre-war levels that an analysis of the new prices is desirable and will be illuminating to both the trade and the general public.

The increase in freight rates has been the largest factor in increasing the cost of manufacturing steel products because the making of a ton of finished steel involves the transportation of more than 5 tons of raw materials. The cost factors next in importance are materials and labor.

Taking as an example the price for structural shapes, under the new schedule of prices, 2c a pound or $44.80 a gross ton the comparison with pre-war prices, reflecting concretely the three more important cost factors is as follows:

1. The increase over pre-war cost in transportation on ore, coal, limestone, scrap and miscellaneous, supplies amounts to $7.85 per ton of finished steel.

2. The increase in the cost of coal, ore, limestone, alloys, refractories, lubricants, and miscellaneous supplies at point of shipment amounts to $7.10 per ton of finished steel.

3. The increase in the cost of labor under the present wage scale, as compared with pre-war wages, in the Steel plant proper, is $6.64 per ton of finished steel.

These items account for an increase in present day costs over pre-war costs of $20.59 per ton of finished product. The new price of $44.80 for structural steel is equivalent to a pre-war price of $24.21 per ton, or 1.08c per pound.

Statistics covering the last twenty years show in only one month (December 1914) has structural material been sold as low as this figure (1.08c). The ten-year pre-war average (1904-1913) was 1.51c per pound.

The figures I have used are the results of actual compilation made by the Company's comptroller in the every day conduct of the business.

# Getting the "Pull" in Sales Letters

THE WRITER of successful sales letters must get himself into the position of the prospect addressed if his sales letters are to bring the returns they should," said a correspondence counsel addressing the convention of the Associated Ad Clubs of the World.

"There are," he said, "two kind of false alarms that business men the world over can well afford to scrap.

"1—The bugbear 'that business is rotten,' and, therefore, it is no use to spend any extra sales energy, 'which would be wasted anyhow.'

"2—The equally mistaken notion that goes to the opposite extreme in the misguided idea that 'wild,' unusual and over-spectacular sales and advertising tactics are the only things that will bring in the business.

"The day of the haphazard, slipshod, indifferent letter is done."

"Now, more than ever, business men should understand that letters are not a thing apart, but one step in a vast merchandising process.

"The miserable botch made by the average letter is infinitely more costly than a good letter could possibly be.

"One poor letter often undoes years of the finest type of advertising and sales efforts.

"What are we going to do about it? Here are four rules underlying all successful letters. If applied to your own correspondence, they will turn the trick as they have for business houses that are following them.

"1—The successful letter writer is one that is in love with his work. No letter can be really successful unless it is written by someone thoroughly in earnest.

"2—Successful letters are those written by people who put themselves in the other fellow's place. In other words, the average letter is a failure because it doesn't visualize its reader.

"3—Simplicity is essential to resultful letters.

"4—The over-dramatic and over-spectacular element must be eliminated, especially in sales letters."

## *Hardware Letter Box*

**Information on trade topics will be gladly supplied to subscribers through this department.**

### ACTS ON HARDWARE AND METAL SUGGESTION.

Dear Sirs,—In reading your article on "Getting the Business" I just thought I would relate to you some of my experiences similar to the one in the Hardware and Metal of June 11th. Business was dull one day and I told my wife to keep the store so that I could do some canvassing around the district to interest the people in my line of business. I took in my bag a bottle of Cedar Oil, 50c size, and started a few steps from my store to call on people at their doors. I had not gone far until I sold some oil and got an exchange on a gas plate and when I returned 45 minutes later my wife had sold a gas stove. A week later I tried a similar experiment with the result that I sold about a gallon of paint and a quantity of turpentine and oil to a family who had just moved into a house I was calling on. That is just recently and when I am out of outside work I am going to have a shot at it again.

Wishing your paper every success, as I look forward to it every Saturday morning.

TORONTO HARDWARE MERCHANT.

### PUBLISHING UNDER STRIKE CONDITIONS

**Since the issue of June 4, Hardware and Metal has been published under strike conditions, the printers and allied trades having made demands for less hours and an increase in wages which this and other publishing firms considered impossible and entirely foreign to the present tendency toward lower prices and decreased costs. We would therefore ask the temporary indulgence of our readers, if this issue is a little late. Complete service on news, trade features, market reports etc., is being continued as usual and plans are being perfected whereby regular date of publication is expected to be resumed very shortly, irrespective of those on strike.**

## *Catalogs and Booklets*

**A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.**

### REMINGTON CUTLERY CATALOGUE.

Remington Arms Co., Inc., Bridgeport, Conn., has issued its first cutlery catalogue illustrating a large number of patterns which, it is claimed, are now ready for immediate shipment. The development of a number of new additional patterns, it is said, is now in actual process of manufacture. The catalogue is loose-leaf, and from time to time, it is said, supplementary pages will be issued to customers showing new patterns as they are ready for shipment.

The net price list to jobbers, and also a list of suggested resale prices to retailers, are being prepared and will be mailed at an early date. Remington Arms Co., Inc., also state that it is prepared to furnish jobbers half-size cuts with descriptive matter. All Remington pocket knives, it is announced, will be distributed exclusively through the jobbing trade.

# Stimulating Summer Sport Goods Trade

Properly Dressed Window Does Much to Pull This Class of Business, Says W. G. Edge Ltd., Ottawa, Ont.—Endeavor to Get Realistic Touch—Goods Move More Rapidly When Prices are Shown—

*Great care is given the dressing of the windows of seasonable goods by W. G. Edge & Co., Ottawa, Ont., and the aim is always to make the scene as realistic as possible, with the idea of having the customer imagine they are taking part in the sport which is subject of the display and thereby bringing to their minds suggestions which would otherwise be overlooked. In this window are shown accessories for tennis, golf, fishing, baseball, camping parties, etc., neatly arranged. This window helped to pull in business prior to the Dominion Day holiday, and it is a window which would well be duplicated prior to week-end or other holidays in the summer.*

IT is a recognized fact among the trade that a properly dressed window is an invaluable asset as a promoter of sales. When W. G. Edge Limited, Ottawa, Ont. took over and reconstructed a building on Sparks street, a couple of years ago, they did two important things. First of all they made provision for a maximum amount of window space, and secondly, they proceeded immediately to dress the windows in the most attractive manner possible. It is the ambition of this firm to have the Edge windows attract more attention than any other windows on the same street.

One of the outstanding features about the Edge windows is that they are always up-to-date, seasonable and mostly realistic. Perhaps one of the things that has won merited popularity for them is the touch of nature that is usually given them. This serves to inspire the prospective buyer perhaps to a greater extent than any other scheme. As an illustration, only recently they put in a golf window, designed of course for the purpose of drawing attention to the fact that they were dealers in golfing outfits, as well as hardware. A miniature golf course was laid out and every conceivable means adopted to make the picture as much like real life as possible. This is the principle carried out in mostly every case where a seasonable window is put in.

### The Most Important Essential

When asked what he considered was one of the most important essentials in dressing a window, D. S. Burrows, manager of the store, said there were several important things, but what he considered most important was to have a price ticket on everything. "We put a goodly number of things in the windows which might not sell so readily if price tickets were not on them," he said. "There are lots of people who are either too backward about coming in and asking prices, or because they do not see the price on the article, make up their minds right away that it is too expensive.

### Change Display Often.

I also believe in dressing the windows often. It does not matter how good your display, don't keep it in too long. Our windows are usually dressed once a week and often every five days."

Up to the minute methods of display have been inaugurated in the store. There is not an article, from a sample of the smallest screw nail to refrigerators and screen doors, that are not on display where they are sure to be noticed by all who enter the store. Every particle of space has been utilized to the best possible advantage without giving the appearance of crowding.

### Showing Holiday Needs

One of the best window displays used by this firm to attract customers for the holiday needs was that during the week preceding Dominion Day, the public love of fishing and picnics being taken advantage of to the full by the window trimmer.

The entire background of the window was given over to a real country scene with a cottage on the hill nestled among the trees while the stream wandered down through fields of inviting greenness. A fisherman seated on a camp chair, had already one good catch to his credit and was peacefully waiting for more. The bottom of the window was lined for a short distance with mirrors which made connections with the river, and made the reflection of the float in the water quite real.

The front of the window was filled with grass upon which reposed every kind of fishing tackle and in addition other sporting lines that would be favoured by other members of the family not crazy about fishing.

The closing of most Ottawa stores for Friday and Saturday meant a great chance for sporting goods dealers and a good combination window such as the one mentioned was sure of securing its quota of patrons.

The effects at night when lighted up were even more noticeable than in daytime and many sales made after hours by the silent fisherman in the window who neither asked or expected union hours or pay.

# Maintaining Volume of a Business

## Frank Stockdale, Recognized Expert On Merchandising, Tells Toronto Retailers How To Face Present Day Conditions—Tips On Buying, Selling, Advertising And Display Featured—"Let Goods Be Stolen and Sold" He Said.

MANY points of interest to the retail merchant, were brought out by Frank Stockdale, conductor of the Retail Merchants' Institute, Chicago, and formerly chief of the Lecture Bureau of the Associated Advertising Clubs of the World, in addressing a recent convention of retailers in Toronto, but the greatest enthusiasm, perhaps, was occasioned when the speaker dwelt for some time on the advantages of display. A catch-phrase that caught the popular fancy was his admonition to "buy in cold blood and sell with enthusiasm." Some retailers, added Mr. Stockdale, got their wires crossed at times. They bought with enthusiasm and sold in cold blood. This policy, he pointed out, could not fail to be disastrous. Mr. Stockdale discussed in detail the subject, "Meeting Present-Day Conditions in Merchandising," his address, which should be read and studied by every man in business today, being in part as follows:

### Avoid Jealous Competition

"There is so much legislation being proposed and passed nowadays that it is timely to refer to it in passing. We all know that the man in good health does not appreciate his health. So the merchant does not appreciate his freedom from legislative annoyances until he feels the sting of adverse legislation. In this connection, too, I might say that the most unfortunate thing that can happen to a merchant is for him to get into jealous competition with his opposition. Bitterness in business should not be allowed to exist. Get acquainted with the other fellow and you'll find he's not such a bad fellow, after all. He will also find that you are not such a bad fellow, after all. Think well of the other fellow and let him see it, and there's no doubt but that he'll think well of you. In these times the retailer is losing a good deal of business to department stores. The chain store, too, is taking quite a bit of trade. The chain-store man gets along O. K. and because he is winning out his methods are all wrong. If he were losing out, he and his methods would be all right.

### Day of Organized Effort

"This is assuredly the day of organized effort. The man who does not work along organized lines has small chance to succeed. Half the failures in the retail business today would be wiped out if retailers would get into their minds that a surplus in the bank is the greatest bulwark a merchant can have. The same thing applies to the association with a surplus. One idea is sometimes of more value than all the efforts of all men for centuries. Hustle, it must be remembered, is in the head and not in the feet. The man who really outthinks his competitor is the one who is winning out. But organization is needed as a backing. The idea market is the one to go to now when a man is staying in business on his merits. During the war a man stayed in business because he happened to be there. At the present time he is in business because he is a good merchant. Supposing, for a moment, you have merchandise and I have a dollar. I go to you and hand over my dollar for some of your goods. You are glad to hand over some of your goods for my dollar. In the end you have the dollar, but not the goods, while I have the goods, but not the dollar. But supposing you have an idea and I have an idea. We meet. You give me your idea and I give you mine. We each have two ideas where each of us had but one.

"Now, for a brief analysis of the retailer's position: Three things are to be taken into consideration. They are:

"1. Buying.
"2. Selling.
"3. Control.

"The second of these I would subdivide as follows:

"1. Display.
"2. Advertising.
"3. Personal Selling.

"The third I would also put into three classes:

"1. Cash.
"2. Help.
"3. Stock.

### Art of Buying And Selling

"Now, it depends on how you do these things how many customers come in and come back. John Wanamaker and Marshall Field still hang on because they have mastered the policy of giving satisfaction. As a rule, customers are not interested in details. You are really compelled to find out what your customer's idea of satisfaction is and then find out how to give this. The average retail merchant is where he is in his business today more because of the bigness of the job, than because of the littleness of the man. It is true that we lack organization in our stores, in our towns, in our provinces, in the Dominion. We must start with organization in the store.

"Now I am almost prepared to wager that many men here today are much better buyers than they are sellers. It is true that some are better sellers than buyers, but very few of us combine these two in a high degree. There are not very many of us who can both buy well and sell well. The average retailer carries just about twice as much stock as he should, to take care of the business he is doing. When he does this he cripples himself, puts shackles on his feet and a load on his shoulders. My advice would be to always buy in cold blood and sell with enthusiasm. Quite often the retailer gets his wires crossed and buys with enthusiasm and sells in cold blood. What the merchant should do is analyze and plan in cold blood. Train yourself to lay out your plans and you will always do it in a cold, calculating manner. Your successful competitors are doing this. The best thing a travelling salesman can do is to get a man buying on a right basis. Such a man will sell the institution behind him.

### Cost of Doing Business.

"Again, the man who conducts a small store on a big store basis is bucking a game he cannot successfully meet. As for the small man who buys direct, I may say that he will in the end pay the manufacturer a good deal more than he does the wholesaler. Remember, also, that the big money is not made on the things you buy for fifty cents and sell for a dollar. The money is made on the goods you buy for fifty cents and sell for seventy-five cents. The jeweller gets the largest margin of any man in business, but long margins do not necessarily mean long net profits. Now, with regard to the tendency of price decline, it is evident that some have to step backward or step to one side. When wages drop twenty per cent. a man can pay only 80 cents where before he paid a dollar. This is a point to be remembered.

"You are now faced with holding up the volume of your business. What happens when you do not succeed? Suppose $10,000 is the volume of a business. Say the average cost of doing business is 27.6 per cent. If this is the cost of doing business it costs me in dollars $2,760. Divide the cost of doing business by the volume and you get your percentage cost of doing business. Now, this brings the volume of business down to $8,000. How about reducing expenses? There is just one way in which you can cut down on your rent. That is to take your stock to one side and rent the other half of the store to a florist or some other dealer of this kind. But such a plan is not practical for a red-blooded man. Here, too, the question of price enters. Today the customer asks about the price of a thing. It shows we are getting back to normal. Can we reduce selling expenses? We might cut wages like the other fellow, but it is hard to do this in a small organization where personality counts. Cut out your advertising, then. If you do this, though, your volume dwindles because advertising brought some of it. How about getting along with fewer clerks? This is hardly feasible, as people wait just so long in a store and then go away. This would cut in again on the volume. In the face of all this, it looks as though it is quite a man-sized job to cut down that $2 760 without hurting the $8,000. But unless you do something your cost of business is liable to rise to 34.50 per cent. This means that something has to be done.

### Perpetual Inventory Proposed.

"In the first place, most of us aim for a certain margin and then never check up to see how close we come to it. How many of you do not know at the end of the month just how much money you have made or have not made?"

Here there was what appeared to be a unanimous showing of hands, and one

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**"How many of you read a trade publication regularly?" asked Mr. Stockdale; and like a flash, all hands shot skywards.**

**"That's good," said the speaker.**

**"You will get in your trade publication a lot of things you cannot get anywhere else. If followed carefully, a good trade publication should be a decided asset. I want to congratulate you on being such good readers of trade publications."**

merchant asked: "How can you know this monthly without taking inventory?"

"The only way," replied Mr. Stockdale, "is to keep perpetual inventory. It is one of the simplest pieces of machinery that can be devised in bookkeeping."

"Is it practical?" asked another.

"Absolutely and easily attended to," replied Mr. Stockdale, going on to say:

"Those who have a perpetual inventory know just what they have in stock, should there be a fire or anything like that, while the others only guess. A perpetual inventory is as good as an insurance policy. The only thing to watch in keeping records is that you do not pay more for a record than it is worth. Sometimes we find a retailer who is a real bug on system, and he will invariably pay out too much for what he gets.

"I have in mind a retailer who would not handle anything at less than fifty cents. Later on he put in five and ten-cent stuff and he speedily doubled his business. In this connection let me point out that there is a great opportunity for increasing volume in the handling of hair nets. There are numerous other lines, too, which might be pushed to advantage.

### "Gimme" Store Described.

"Perhaps some of you have heard of the 'Gimme' store. Men who conduct this class of business will stock anything about which people come in and say 'Gimme.' There are some cases where the 'gimme' is so strong and so insistent that the retailer cannot buck it, but he should do all in his power to prevent himself from falling under its spell. One of the first essentials in real selling is assortment. Some small dealers keep stationery hidden away in a case for the man who comes in and says, 'Gimme a box of stationery." He does not try to sell this line, but he keeps it hidden way with his money tied up in it until such time as he is asked for it.

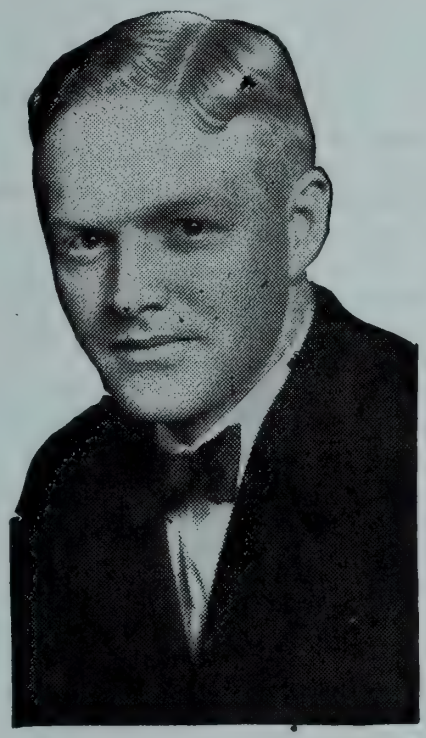
"The man whose turnover is increased two and a half times or more reduces his cost of doing business to 25 per cent. The slower the turnover the larger the cost of doing business. The man who doubles his turnover brings his cost of doing business down to 30 per cent. It must always be remembered that things done by halves are never done right. Go back, then, to your stores and figure out what you are doing by halves.

### Fool-Hardy Competition

"There are places where such and such an article is not to be found in the town. One merchant thinks he can create a demand and he stocks this line. His opposition follows suit, and, perhaps, in a short time three men are trying to do business on something in which there is not enough for even one. Now, for the question of display, if you want to learn something about this, go to the Greeks. They pile the stuff so high on the counters that it is hard for them to get at their goods. However, there is a lesson for you in their methods. Arrange your store for the customer. The five and ten-cent stores have shown just what there is in this. Put your goods out. They may get stolen, but they also get sold. Supposing I put my goods out and some one takes five out of every hundred I put out. If I increase my sales a hundred per cent, who is better off? Am I or is the man who does not do this? Put it down that you are going to lose one or one and a half per cent. But don't worry about your losses through stealing. Let your profits be as high as your losses in your mind. If the stuff is stolen you will know that you are displaying the right goods. If the goods stay there until they get soiled, get rid of them at any price, and don't put them out again.

### Put Goods Up High.

"There are some retailers who do not advertise enough. Printed matter rolled around parcels helps to tell customers about the goods in stock, but advertising and display first help to sell the goods. So in placing goods in the window don't put them where people have to crane their necks to look. Get the goods up. The depth of the window does not cut much ice. The height does. A window trimmed from top to bottom sells goods. And don't forget that goods eat up rent whether they sell or not. The lower you get goods in the window or case, the less effect. The upper shelves of a floor case, if well lighted, will sell goods. But they must always be up where they can be seen.



*FRANK STOCKDALE*

*Head of the Retail Merchants' Institute of Chicago, who, in a recent address before Ontario retailers in Toronto, discussed merchandising problems of the hour. Mr. Stockdale's address, which can stand close study by every man in business, was that of an expert in close touch with business conditions. It is reprinted complete herewith.*

"With regard to nationally-advertised goods we all know that some advertisers take advantage of the retailer. There are some advertised lines I would unhesitatingly put in the 'gimme' class. But in choosing between nationally-advertised and non-advertised lines I should take care to first analyze both carefully."

"What is a safe percentage for the retailer to spend in advertising," asked a merchant.

"I should say about two per cent. of sales, if done wisely," replied Mr. Stockdale, adding: "The average retailer can spend wisely about two per cent. of his sales. If he lifts his volume ten per cent he's ahead of the game."

### Location of Cash Register

"What would you consider the best location in the store for the cash register?" asked another. "Do you believe in the psychology of following their money?"

"The best place for the cash register," was the reply, "is where it will bring the most business to the store. If you can bring the people back into the store so much the better. But don't try to overdo it, and lead them back too far."

## Alberta Hardware Club

Edmonton, Alta.—The convention of the Northern Alberta Hardware Club was held in Edmonton this year. The opening exercises took the nature of a social function and consisted of a motor drive from the Macdonald hotel to different points of interest in the city.

The delegates included representatives from hardware firms in Alberta, north of Red Deer.

At noon the club were the guests of Marshall Wells Alberta Company, and lunch was served in the cafeteria of the company's new building. Following dinner, an inspection of the building took place.

### Need of Organization

The business session of the meeting opened at two o'clock in the Macdonald hotel, with the president, James Orr of Daysland, occupying the chair. In his opening remarks, Mr. Orr drew attention to the necessity of organization which he felt was never more necessary than at the present time. At present merchants were facing declining markets and as they were in many cases stocked with goods purchased at a high price, he urged the importance of the closest co-operation.

### Travellers Selling Consumers

One point which came in for general discussion and which appeared of vital importance was the alleged practise of some travellers selling direct to the consumer. The consensus of opinion appeared to be that no reliable wholesale or jobbing house would be guilty of such an infraction of commercial ethics, but the fact remained that such had occurred in the past and the secretary was instructed to investigate all such cases and to bring the results of his inquiries before the general managers or sales managers and take such steps that the practise be discontinued.

In the evening the association were the guests of Revillon Wholesale Limited at the MacDonald hotel. Following the banquet short addresses were delivered by J. E. Brown, Manager of Revillons Wholesale, A. E. Turvey of the Dominion Cartage Company, P. C. Shaver of the Gillette Razor Company, Lorne Muir, Manager of Revillon hardware department and J. F. McMullen, vice-president of the Marshall-Wells Alberta Company.

Another question discussed was the handling of freight by railroads in the Edmonton yards.

Hardware and Metal

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*The Only Weekly Hardware Paper in Canada*

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## AN AGGRAVATED QUESTION.

IN this issue appears the first article of a series, based on the investigations of Hardware and Metal of the aggravated question concerning the sale of gasoline, lubricating oils, coal oil, turpentine, linseed oil, etc., products which vary in volume according to temperature. Few hardware merchants have not heard the protests which have been made at conventions and through the trade papers on this subject, and unfair discrimination has been alleged against the oil companies, the pump manufacturers and the Government. The subject has been investigated fully and the series of articles is designed to cover the various complaints which have been made, to show up the weaknesses of the present system which are responsible for these difficulties, and where responsibility lies for correction. Hardware and Metal will welcome contributions from all branches of the trade interested in this subject as it is the opinion that a thorough airing of this subject is due in the interests of all concerned. There is a tendency on the part of some to discount the seriousness of this situation but there are many merchants who realize that their profits are being cut and in many cases actual losses on the sale of these products is reported. The mere fact that no standard applying to both purchase and sale, is laid down, is sufficient reason why this subject should be considered from all angles and some revision made in the basis of handling these products so that the retailer will know what he is buying and the consumer will know that he is getting full value for his money at all times of the year.

## WHAT TRADE FIGURES REVEAL.

A pleasing feature of the statistics of Canada's trade for May of this year compared with a year ago, is the fact that our exports have not diminished nearly so much in proportion as our imports. So far as the United Kingdom is concerned, in the month of May, Canada exported over $3,000,000 more of goods to that country than last year while for the two months ending May this increase is approximately $4,000,000.

The decreased totals in Canadian exports and imports for the month as compared with a year ago have to be interpreted with a certain amount of reserve to appreciate their actual significance. The decline is not in all probability nearly so serious as at first sight it might seem. The figures are in dollars value and consequently have not the same ominous meaning that decreases in quantities would carry. The value of the dollar today as a purchasing medium is considerably higher than it was at this time last year. Therefore in regard to exports and imports, though it must be admitted there has been a drop, it is not nearly so marked as it might seem. Again it must be remembered that this slump in foreign trade is not peculiar to Canada alone. A study of the returns of the United Kingdom and the United States reveals the same story—a period of reaction after the excessive buying of the months that succeeded the war. Under the circumstances the figures are far from unsatisfactory when they reveal imports falling to a greater extent than exports, and a continuation of this condition should eventually help Canada's financial relations with foreign markets.

## MOUTHPIECE OF COMMERCE DEPT.

RECOGNITION of the value of the business and technical papers in assisting Government executives in the discharge of their duties is given by Secretary Herbert Hoover of the U.S. Commerce Department who recently called together the heads of the leading business and technical newspapers of the U.S. for a conference to discuss the problems arising in connection with his department. At this meeting Mr. Hoover is quoted as having stated that the Government might well consider the trade publications of the country as the mouthpieces of the Department of Commerce. He referred to these papers as the contact points by which the business world can get to know what the department is doing and how they are doing it, also to carry to the industries any helpful suggestions for co-operation which might be forthcoming.

Undoubtedly these meetings, which have been arranged weekly, will be of material benefit to Mr. Hoover for he will get a close up view and a perspective on the problems of the various industries which would be hard to get from any other source. The idea is a progressive one, in keeping with the needs of the present day industrial system.

## 'GIMME' STORE IS PASSING.

RETAIL merchants frequently secure a number of helpful suggestions from Frank Stockdale, conductor of the Retail Merchants' Institute of Chicago and formerly chief of the Lecture Bureau of the Associated Advertising Clubs of the World. Another of his interesting and helpful addresses recently delivered in Toronto, is reprinted in this issue and is worth the close attention of all merchants. Mr. Stockdale suits his suggestions to the current problems of the retail trade and they are therefore rendered very valuable. He emphasizes the need of having a constant record of the business and advises the keeping of a perpetual inventory. Reference is made to the 'Gimme' type of store where the merchant resembles a slot machine and merely hands out what customers ask for rather than making any aggressive effort to sell them.

The value of display in helping increase turnover at this time cannot be emphasized too strongly. Mr. Stockdale frequently refers to the 5, 10 and 15 cent stores and the Greek confectionery stores as real examples of display and makes the point that if the merchant is afraid of having some goods stolen if so displayed he should take into consideration the fact that even if five out of every hundred articles are stolen and sales are increased one hundred per cent. the merchant is better off. He makes the point that if the goods are sold the merchant will know he is displaying the right goods. These and a number of other points are well explained in the article in this issue.

# European Gasoline for Sale in Canada

Persistent Reports That Gasoline Supplies From Europe have Been Landed in Canada—If True There May be Price Competition—Coincident With Decision to Resume Trade With Russia—Present Business in Fair Volume—Price Trend Uncertain.

RUMORS continue to pervade the local markets that shipments of gasoline supplies to this country from European ports are either contemplated or under way. While no official acknowledgement of these reports could be secured, yet the persistence of the statement, coupled with certain more or less definite details, merely tends to theoretically confirm such a situation. The reports received by Hardware & Metal from what should be considered as authoritative sources, are to the effect that a quantity of Russian petrol has arrived at Halifax. Whether this will immediately be placed on the market is problematical. It is pointed out that supplies from this source would have to be of a fairly heavy nature to make any marked impression on the prevailing sources of supply. The claim has been made that the Russian petrol is of equal grade to the average recognized standard for gasoline, and that its distribution would result in some price competition in this country.

The disposal of petrol in this Country is reported as coincident with the decision to resume trade negotiations with Russia; and is further recognized as a potent possibility, especially in view of the persistent refusal of many European countries to trade with Soviet Russia.. But whether the Anglo-Persian, or some of the larger British oil companies, have been purchasing supplies of petroleum in the southern Russian markets for the purpose of re-shipping to this Country, cannot be ascertained.

### Oil Official Says This Plan Unlikely.

In discussing the present general condition of the gasoline markets with Hardware & Metal, S. R. Parsons, President of the British-American Oil Company, Limited, stated that the rumor referred to had not been confirmed o this knowledge. Mr. Parsons pointed out that such a situation would be unusual, however as in the past, America has exported large quantities of crude oil to Europe. There is nothing new in the arrival at both Montreal and Halifax, of gasoline from Mexican centres, as this has been one of the customary sources of importation. The method of holding such supplies in tank storage is usually adopted, and Mr. Parsons suggested that arrivals of this nature might possibly have given rise to the impressions already outlined.

In speaking as to the relative positions of prevailing prices on gasoline as compared with crude oil quotations, Mr. Parsons defined the recent decreases on gasoline as an immediate reflection of the declines in crude oil figures. The extent of this drop, however, is relatively smaller, due to the fact that gasoline prices during the war period did not soar in the same proportion as did quotations on crude and other oil products. Owing to the extraordinary market conditions directly attributable to the war, crude oil prices prevailing in 1915 were among the lowest on record. This position was later reversed—merely another war effect—and in 1920 the cost of crude oil had advanced by leaps and bounds. Recessions on the price of this commodity have since been apparent until the current quotation is $2.25 per barrel. But it was pointed out that the cost of gasoline to the consumer did not register, to the same extent, this record price altitude, as too high an advance would have interfered with the consumption. The crude oil range, therefore, was graded in the levels shown on other products, such as lubricating and fuel oils.

### Present Prices On Gasoline.

Discussion as to the present gasoline price of 33 cents per gallon, caused Mr. Parsons to express the opinion that such a figure compared very favorably with prices on this commodity now prevailing in Great Britain and also in the United States. The difference in favor of the Imperial gallon, in vogue here, when classed with the smaller measure operative in American circles, is an important factor. Other considerations are, transportation charges, exchange rate losses, and the budget tax of 2½ per cent affecting the sales of gasoline.

July and August are usually periods when the consumption of gasoline is of an extensive nature. This year, sales up to the present are reported normal; although the consumption of lubricating and fuel oils has declined considerably, due to the reduction in operations of railroad and manufacturing plants, where these products are normally utilized in a marked degree. A fair season's business is generally predicted however, with the reservation that to attain this end, all concerned will have to work harder for it than before.

Predictions as to the range of future prices likely to prevail on gasoline are difficult to secure, owing to the variety of elements affecting the present market. The rate of consumption; the volume of supply; the price of crude oil; the demand—or lack of it—for other petroleum products, are all quoted as factors entering into the leveling of gasoline quotations.

# Events in the Trade

## Cleaning up Outstanding Accounts.

REALIZING that under present conditions it is more than ever necessary to secure the prompt settlement of outstanding accounts in order that the business may be kept in as liquid a condition as possible, requests have been received from time to time from hardware merchants for suggestions which will be forceful yet diplomatic, to compel such settlement.

In this connection it is noted that one Eastern Ontario firm which has had good success in securing collection in many unexpected cases, uses a special set of collection letters which will probably be of some use to others in the trade. These are reproduced herewith.

Debters can be placed in several classes, but "slow and sure," "forgetful," "hard to part" and "don't want to pay" are the best known ones.

The old stickers with their cut and dried phrases and smart sayings have come to be looked upon as almost a friend by the class of debtor who gets them so regularly from different merchants. Were they to cease to put in an appearance they would be missed and leave an aching void in the regular round of expected events.

Then you come to the usual letters asking for payment. It will be noticed that the maority of these in cold, formal matter-of-fact language pass without results.

A little human interest pushed into service would work wonders and draw the cash.

An Eastern Ontario firm had endeavored in every way to collect by ordinary letters stickers, lawyers and also by special collectors.

The letters brought few returns, the stickers were useless, the lawyers were as hard to get the money from as the people from whom they had collected it, while the special collectors frequently brought home less than their day's wages amounted to.

Then came the letters with the human touch. There are five of these little fellows, each with a distinct work to do and they won out, making nearly 30 per cent. cash payments as well as a large number of settlements, either with notes or written promises to pay.

The best part of the success was the fact that a number of accounts that were five, six, eight or even ten years old and therefore outlawed, came in as a surprise packet to everybody.

These letters were printed in imitation type to match the machines used in the office. Names and addresses were added and each letter signed by the head of the firm. Including paper and printing, the letters cost a little over one cent apiece. Five hundred sent out brought in over $2,500 in hard cash within seventy days of posting the first letter, in addition to which many other settlements were arranged.

No ill feeling was caused and in several instances customers bought more goods immediately the old accounts had been adjusted.

Letter No. 1 was sent to people with recent accounts and was very successful in getting cash which would have laid out for some months. Letter No. 2 was sent to customers with older accounts and was followed by No. 3. No. 4 aroused those with a slumbering conscience. Letter No. 5 was rarely necessary but when sent gave good results. Cash was received in less than 48 hours in some cases.

Here are the letters. Nothing smart, nothing fancy, but they worked:

LETTER NO. 1

**The statement of your account enclosed with this letter shows the same to be of recent date.**

**Present day conditions of business compel us to alter older methods and we find it is impossible to give the extended credits which were possible in the past.**

**You will quite understand our position in this matter and we believe you will accept the letter in the spirit intended.**

**Your remittance will be sincerely appreciated and at the same time we solicit your continued patronage which we assure you will receive our best attention.**

LETTER NO. 2

**The enclosed statement of your account shows the same to be long-standing.**

**We feel sure you would be glad to have the matter settled and off your mind, but you cannot be more anxious than we are. Cash is badly needed. Will you help us by remitting at once.**

**Yours Respy.**

LETTER NO. 3

**We wrote you a short time ago to draw your attention to our account long overdue.**

**Has the statement been laid aside and overlooked? In case this is so, we enclose another one which we very sincerely hope will be returned with your remittance by return mail.**

**Yours Respy.,**

LETTER NO. 4

**Your statement of account enclosed with this letter is much overdue. When the courtesy of credit was extended to you, it was because we believed in your willingness and ability to meet your obligations. We hope you will endeavor to prove our expectations were correct by remitting quickly, a favor we shall very much appreciate.**

**Yours Respy.,**

LETTER NO. 5

**We regret our previous letters in regard to the statement enclosed, have remained unattended to. Your failure to remit has placed us in an unpleasant position. Unless this account is paid it must be collected and cost of collection added to it which is unnecessary. Kindly attend to this matter within 10 days from this date so that we can keep the account in our hands instead of passing it over to our agency.**

**Yours Respectfully,**

LETTER NO. 6

**And in the event that all these letters failed of their purpose there is still this possible sixth letter. It does not appear in the series noted herewith. It is added by this paper out of pure good heartedness.**

**What does it say. Supply the words yourselves. You have all had experience with these customers who are deaf to the blandishments of the most persuasive letter: frame then the opinion of these folks and write it here.**

## INFORMATION BUREAU OF CANADIAN MANUFACTURERS

A national bureau of information of Canadian manufacturers is to be established in Ottawa, with Mrs. J. C. Sears at the head, according to an announcement made at committee meetings of the National Council of Women in Calgary. The idea is said to have the approval of Sir Henry Drayton, who has been considerably interested in it, and also of the Canadian Manufacturers' Association.

The purpose of the Bureau, it is understood, is to boost the "Buy in Canada" movement endorsed by the Minister of Finance to the utmost degree. The bureau will study prices and compare articles manufactured in the United States, learning what further manufacturing could be carried on in Canada with advantage. At the outset the intention is to be a channel between the manufacturer and the ultimate purchaser.

With the bureau there will be a Canadian board to whom enquiries concerning Canadian goods or matters of interest to women, may be sent.

# News of Western Canada

## WESTERN NOTES.

Winnipeg.—Jas. Drewe, first manager of the Gurney Foundry Co. of Toronto in Winnipeg, died following an operation, aged 73 years. He retired as manager of the Gurney Company in 1909, after serving with the firm since 1886.

Winnipeg.—L. C. Stephens, G. F. Stephens & Co. Ltd., is spending his vacation at Keewatin, Ont.

A hardware merchant of Neepawa, Man. writes Hardware and Metal that a number of other merchants at various points including Birtle, Minnedosa, etc. have been "taken in" on electric light plants purchased from a small firm in Winnipeg. The amounts which these merchants claim to have lost range from $100 to $650.

"I think something should be done to protect the hardware dealers all over the West" writes this merchant. "This man is a crook but works within the law."

Another merchant in Alliance, Alta., received a similar plant from the same firm. The plant was not the one ordered and this merchant noted the name of the Neepawa merchant on the label of the box so he concluded the plant had been shipped to the latter merchant and returned. He writes "I cannot get the plant to work and do not seem to be able to get any satisfaction from these people."

## NO MALLEABLE IRON PRODUCED

With only six furnaces active and 14 idle, the production of ferro alloys in Canada during April reached the new low level of 39,693 long tons. The output of basic open hearth iron suffered most, dropping from 35,662 tons in March to 15,971 tons in April. all of which was made by firms for their own use.

The increase in the production of foundary iron recorded in March, was continued in April when the output rose to 22,929 tons, an increase of 6,133 tons over the previous month. The greater part of the increase was for further use in manufacture. Foundry iron, made for sale, rose from 10,631 tons in March to 11,385 tons in April. No malleable iron was produced during the month, nor was any low phosphorous pig iron made in electric furnaces. The average daily production of the coke and anthracite furnaces in the United States during April was only 39,768 tons a day. This was the lowest output recorded since June 1908.

A new low level of production was also established in the steel industry during April when only 27,381 long tons were made. In March the output was 53,050 tons.

## IMPORT FIGURES.

During the 12 months ending March 1919, Canada imported iron and its products to a total value of $192,527,377, of which $185,116,309 represented the value of products of United States origin. During the next 12 months the total imports were valued at $186,319,876, of which $178,661,606, was spent for United States products. In each of the two years, the value of iron and its products imported from the United Kingdom amounted to slightly more than $6,000,000. During the 12 months ending March, 1921, Canada imported iron and steel products from the United Kingdom valued at $16,698,085; from the United States valued at $226,862,465, and from other countries, valued at $2,065,903, making a total of $245,626,453.

## PERSONAL

W. A. Rankin, Hardware merchant Ottawa, Ont., is now visiting in France, and writes that the French are very busy rebuilding the devastated acres. He expects to be home about the 24th of this month after a two months trip to Scotland, England, France, etc. Mr. Rankin is a Rotarian and attended the International Convention at Edinburgh.

## WESTERN ONTARIO EXPORT ASS'N. TO MEET.

A meeting of Western Ontario manufacturers interested in export trade is to be held in Brantford toward the end of July, for the purpose of forming some local export organization to be a member of the National association. The actual date has not been decided upon as yet. C. A. Waterous of the Waterous Engine Co., Brantford, Ont. is one of the chief movers in the plans of this branch.

As a means of advertising their business and increasing their sales the Carscadden Hardware Company, Fort Saskatchewan, Alberta, are refunding in cash the amount purchased by any customer on a certain day of each month. As the firm has been allowing a ten percent. discount for cash the refund will be less the ten percent. discount which had already been allowed. The day for which the refunds will be made in any month will be announced at the beginning of the following month.

Mr. Lowe of Warspite, Alberta, has just opened a tin shop at Smoky Lake, Alta. Repair work of all kinds in connection with the trade will be done.

Winnipeg.—W. T. Murray who for over five years was salesman with the Winnipeg Paint&Glass Co. has severed his connection with this firm and is nowpresident and general manager of the Community Lumber & Coal Co. Ltd.

## BUSINESS CHANGE

Thornbury, Ont.—Chas. Caswell, hardware, has sold to L. D. Grant.

# Catalogs and Booklets

### MONARCH RANGES.

Among the new seasonable stove catalogues recently received is that of The Enterprise Foundry Company, Ltd., of Saskville, N. B., describing their Monarch line of ranges. A number of illustrations specifying the various features of the Enterprise Monarch, are noticeably attractive. Complete cuts of this line of kitchen ranges, together with details as to size, weight, and other dimensions are also included in the catalog.

### "NEW IDEA" PIPELESS FURNACE.

One of the recent folders issued by the Hamilton Stove and Heater Company, specially illustrates the "New Idea" pipeless furnace. As the name indicates, the feature of this heating apparatus is the fact that no pipes are required, and stacks, cold air returns, and similar installations are eliminated. The duplex grate, and the heavy flanged one-piece cast iron fire-pot, are also other points emphasized by the manufacturers. The folder is adequately illustrated showing the special designs and the manner in which the "New Idea" furnace is intended to cover the heating problem of any small building, either store, home or other structure.

### CHINOOK FURNACES.

"Facts about Chinook furnaces" is the title of a new folder issued by the Swift Current Furnace Company, of Swift Current, Sask. Chinook furnaces are of steel construction, and made in two distinct styles, pipe and pipeless. Other features pointed out by the manufacturers are the brick fire-pot, the flat rocking grates, and the combustion chamber baffle plate. Gas tight, smokeless, dustless, and made in Canada, are further claims made for the Chinook in this phamphlet.

### HOUSEHOLD AND BATH FIXTURES.

A new catalogue illustrating the Newell line of household and bath-room fixtures, has now been issued by the Newell Manufacturing Co., Ltd., of Prescott, Ont. This firm has specialized in the production of solid brass rods, extension curtain rods, poles, pole brackets and pole ends, brass hooks, combination double rods, and also an assortment of nickel-plated bath room fixtures. The catalog gives many illustrations of these lines, describing the special features of the Newell hand-buffed products.

### "PUSSYFOOT" CLOSET TANKS.

A booklet illustrating and describing the "Pussyfoot" closet tanks is now being distributed to the trade by the Canada Metal Company, Limited. This company manufactures several lines of tanks for this purpose which are completed through the addition of special "Pussyfoot" fittings, including silent ball cock, lever action, and syphon jet bowl. This catalog describes the "Pussyfoot" closet tanks in three finishes, oak, white and mahogany. The "Pussyfoot" valve action is featured in the booklet, as well as the various sizes and designs of these products.

# Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

PRICE revisions of marked interest to the hardware trade continue in evidence week by week. The focus of attention is now concentrated on the steel situation where the announcement by the Bethlehem Steel Company of a lower range of prices on steel, approximately gives official recognition to reduced levels that have gradually developed during recent weeks. Reductions are noted in quotations on blue annealed sheets, and prices have also been lowered on band and hoop steel.

A revision in the discount now gives reduced prices on twist stock carbon and wood boring drills, and a similar discount change shows a slight reduction effective on all classes of wood screws. Quotations on certain grades of lubricating oils again register a decrease, consequent upon the further lowering of crude oil prices. Boiler rivets now have a lower base price, while window shades have been reduced 15 per cent. Price recessions are shown on one line of chisels.

Other price changes have invaded the paint markets, linseed oil and turpentine both showing lower quotations this week. A scarcity of plate glass is recorded, owing to the reluctancy of importers to keep up stocks at the increased cost of replacement. A fair movement is noted in summer lines, sales of paris green and electric fans being especially numerous. Very little change has been registered on other primary products. Business in waste materials is reported almost at a standstill, while a slightly improved outlook is growing in the ingot metal markets, although the general tone is still very dull. Collections continue to come forward freely.

## Montreal Markets

MONTREAL, July 7.—Price changes are fewer this week, and come as a sort of reaction from the previous two weeks when many important and staple lines in the hardware trade were recorded with lower prices. To those interested, window shades are now reduced about 15 per cent., and boiler rivets have a new lower base price of $6.00.

With the hot weather now at hand, a slackening in sales of many lines is reported although corrugated sheets, eavetrough, and ready roofings are fairly active. Dealers in sheets, iron and steel also state more inquiries are coming to hand recently, and lends a more hopeful sign to future business. Ingot metal markets are improved over the previous few weeks, although business is still very quiet.

### New Prices on Window Shades

**Montreal.**

Owing to lower prices being issued by Daly & Morin Ltd., makers of window shades, the resale prices show a decline of approximately 15 per cent.

### Range Boilers Remain Unchanged

**Montreal.**

No further readjustment in range boiler quotations is announced and the following are prices generally quoted, although a few wholesalers are maintaining quotations slightly in advance. The 30 gallon boiler continues the popular selling size, the movement of the larger boilers being very slow.

**RANGE BOILERS**

| | Standard | Ex. heavy |
|---|---|---|
| 30 gallon | 8 75 | 11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |
| 82 gallon | 35 00 | |
| 100 gallon | 45 00 | |
| 120 gallon | 54 00 | |

### Light Sales of Boiler Tubes

**Montreal.**

Boiler tube sales are very light in line with other heavy commodities of iron and steel. Buyers for local warehouses state that present stocks are lower than is usually kept at this time, and only ample for the small repair work that is now being carried out. Following are unchanged quotations:

**BOILER TUBES**

| | Seamless | Lapweld |
|---|---|---|
| 1 inch | $26 00 | $ 25 00 |
| 1¼ inch | 27 25 | 26 00 |
| 1½ inch | 26 25 | 27 00 |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 29 25 | 22 00 |
| 2¼ inch | 33 00 | 25 00 |
| 2½ inch | 41 75 | 27 00 |
| 3 inch | 49 25 | 35 00 |
| 3½ inch | 83 50 | 40 00 |
| 4 inch | 85 00 | 50 25 |

### Wrought Pipe List Holds

**Montreal.**

Wrought iron and steel pipe are unchanged under list No. 51, which will be found on current pages. Piping has remained fairly steady since the issuing of the latest list on April 25th last, while previous to this the downward trend was characterized by the issuing of new lists at almost regular intervals, each with lower prices. Owing to decreased production, in accordance with a quiet demand, the condition of piping is now steady to firm.

### Pipe Fitting Sales Irregular

**Montreal.**

The demand for pipe fittings continues more or less irregular from week to week, and of a general sorting movement. This condition indicates that dealers are continuing the method of buying in small quantities, sorting their stocks. Prices on all kinds are unchanged as follows:

**FITTINGS**

| | |
|---|---|
| Cast iron fittings | 20% |
| Bushings, cast | 30% |
| Do., malleable | 30% |
| Flanges | 27½% |
| Plugs | 22½% |
| Flange Unions | 20% |
| Malleable Unions | 40% |
| Dart Unions, Black | 29% |
| Do., galvanized | 8% |
| Nipples, ⅛ to 4" close and short | 40% |
| Do., long | 50% |
| Do., 4½ to 8" close and short | 30% |
| Do., long | 40% |
| Couplings, 4" and under | 20% |
| Do., 4½" and larger | Net list |

| Pound Goods | Blk. | Galv. |
|---|---|---|
| Class B | 0 20 | 0 28 |
| Class C | 0 13 | 0 20 |

Add 10 percent.

**MALLEABLE FITTINGS**

| | Black | Galvan. |
|---|---|---|
| Class A | 0 60 | 0 75 |
| Class B | 0 24 | 0 34 |
| Class C | 0 15 | 0 24 |

### Boiler Rivets $6.00 Base

**Montreal.**

Lower quotations are given on boiler rivets, the new price being $6.00 base.

## Little Change in Iron and Steel

**Montreal.**

A few more worthwhile inquiries have come to hand recently in iron and steel, but so far these have not developed into sales and the quiet period continues. There is also little change in the situation at the mills, price concessions are still offered to obtain business, but with little response. Buyers had been expecting power prices to the extent of a few dollars a ton, but the mills deny any intention of a general lowering at present, although rumors were existant that an announcement to this end would be made on July 1st. Following are the local unchanged quotations.

**IRON AND STEEL**

| | |
|---|---|
| Common bar iron, 100 lbs. | $ 3 70 |
| Refined iron | 5 20 |
| Iron finish machinery steel | 3 75 |
| Mild steel | 3 70 |
| Single reeled machinery steel | 5 75 |
| Band steel | 3 70 |
| Spring steel | 5 00 |
| Sleighshoe steel | 3 70 |
| Tire steel | 3 90 |
| Toe calk steel | 4 60 |
| Harrow tooth steel | 3 85 |
| Mining tooth steel, per lb. | 0 23 |
| Black Diamond tool and cast steel, per lb. | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

## Few More Inquiries for Sheets

**Montreal.**

Sheet prices are held unchanged since the decline in the different kinds last week, which brings all quotations to a slightly lower level. A few more inquiries are recently noted, and while these have not as yet developed into sales, it lends a little better outlook for future business. The tendency of sheets and iron and steel generally, is somewhat easier, but rumors of a general lowering of mill prices are denied up to the present. Current quotations are the following:

**BLACK SHEETS**

| | | |
|---|---|---|
| 10 gauge | 5 00 to | 6 00 |
| 12 gauge | 5 05 | 6 05 |
| 14 gauge | 5 35 | 6 35 |
| 16 gauge | 5 45 | 6 45 |
| 18-20 gauge | 5 80 | 6 80 |
| 22-24 gauge | 5 85 | 6 85 |
| 26 gauge | 6 00 | 7 00 |
| 28 gauge | 6 10 | 7 10 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

**GALVANIZED SHEETS**
**U. S. Standard**

| | | |
|---|---|---|
| 10¾ oz. | 8 00 | 9 00 |
| 28 gauge | 7 50 | 8 50 |
| 26 gauge | 7 25 | 8 25 |
| 22-24 gauge | 7 00 | 8 00 |
| 20 gauge | 6 75 | 7 75 |
| 18 gauge | 6 75 | 7 75 |
| 16 gauge | 6 75 | 7 75 |
| 14 auge | 6 75 | 7 75 |
| 12 gauge | 6 75 | 7 75 |
| 10 gauge | 6 75 | 7 75 |

| English Standard | Queen's Head | Fleur-de-lis. |
|---|---|---|
| 28 gauge | 10 00 | 9 25 |
| 26 gauge | 9 75 | 9 00 |
| 24 gauge | 9 15 | 8 60 |
| 22 gauge | 8 80 | 8 15 |
| 18-20 gauge | 8 10 | 8 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

**BRIGHT TIN PLATES**

| | |
|---|---|
| 20x28x100 lb. basis, box | $ 18 00 |
| 20x28 IC, 112s | 18 50 |
| 20x28 IX, 112s | 20 50 |
| 20x28 IXX, 56s | 11 75 |
| 20x28 IXXX, 56s | 12 50 |

**TERNE PLATES**

| | |
|---|---|
| 20x28 IC, 112s, box | 17 50 |

**CANADA PLATES**
**Dull**

| | |
|---|---|
| 18x24x52s, box | 7 25 |
| 18x24x60s, box | 7 35 |
| 18x24x75s, box | 7 45 |

## Corrugated Sheets More Active

**Montreal.**

With no change in prices on corrugated sheets, dealers state business has been fairly active in recent weeks. The approach of warm weather is ideal for outside building and the farming trade has in all probability taken advantage of the between seasons for building and repair. Following are the unchanged list prices.

**CORRUGATED SHEETS**

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | $ 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 13 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 18 00 |
| No. 18 gauge | 24 00 |

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

## Waste Materials Dull and Unchanged

**Montreal**

The scrap metal market continues very slow, with even less business obtaining than in the earlier months of the year. A few changes have been recorded, price of heavy lead and zinc being lowered ½ cents. Lower prices in the past have proven no assistance to bringing buyers in the market, and little improvement is expected until a general briskness of the consuming metal market commences. Following are the nominal quotations.

**WASTE MATERIALS**

| | |
|---|---|
| Automobile tires | 0 75 |
| Yellow brass | 0 05 |
| Red brass | 0 08½ |
| Light brass | 0 04 |
| Scrap zinc | 0 03½ |
| Lead, heavy | 0 04 |
| Lead, tea | 0 02 |
| Light copper | 0 07¾ |
| Heavy copper | 0 10½ |
| Wrought iron, R. Rd., No. 1 per gr. ton | 10 50 |
| Malleable scrap (ton) | 10 50 |
| Pipe scrap (ton) | 7 00 |
| Heavy melting steel | 6 50 |
| No. 2 busheling | 4 00 |
| Boiler plate | 0 08 |
| Boiler plate | 0 10 |
| No. 1 machinery case | 22 50 |

## Lead Products Unchanged

**Montreal.**

Quotations on lead products are holding unchanged with little variation in the market tendencies, although the primary markets are now reported with a little more strength. The demand for the different lines is fair, having been well maintained in the past few months. Following are present prices:

| | |
|---|---|
| Lead pipe, per 100 lbs. | 12 50 |
| Lead waste, per 100 lbs. | 13 50 |

NOTE.—Lead pipe is subject to a discount of 10 per cent.

| | |
|---|---|
| Lead traps and bends | 10% off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 11 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | 0 10¾ |
| Do., 4 to 8 lbs., sq. ft. | 0 10 |
| Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra. | |
| Solder, guaranteed, lb. | 0 29½ |
| Do., strictly, lb. | 0 27½ |
| Do., commercial, lb. | 0 24½ |
| Do., wiping, lb. | 0 25½ |
| Do., wire, lb. | 0 37½ |
| Zinc, sheets, casks | 0 11½ |
| Do., broken lots | 0 12 |

## Eavetrough Sells Well

**Montreal.**

The movement of eavetrough, conductor pipe, etc. is reported as fairly fast, the recent open weather allowing dealers throughout the country to lay this for their farmer customers. Prices are held unchanged with the following discounts now quoted:

**EAVETROUGH**
**O. G. Square Bead**

| | Per 100 ft. | | Per 100 ft. |
|---|---|---|---|
| 8 inch | 15 90 | 15 inch | 28 80 |
| 10 in. | 17 70 | 18 inch | 36 80 |
| 12 in. | 21 20 | | |

**O.G. Round, and Half Round**

| | | | |
|---|---|---|---|
| 8 in. | 16 90 | 15 inch | 29 80 |
| 10 in. | 18 70 | 18 inch | 37 80 |
| 12 in. | 22 20 | | |

Discount 60 per cent. off list.

| CONDUCTOR PIPE | Per 100 ft. |
|---|---|
| 2 in. | 18 40 |
| 3 in. | 22 30 |
| 4 in. | 29 60 |
| 5 in. | 40 00 |
| 6 in. | 49 00 |

Discount 60 per cent. off list.

| CONDUCTOR ELBOWS | |
|---|---|
| 2 inch, list | 5 25 |
| 3 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

## Ingot Metals

**Montreal.**

The tone of the ingot metal markets is slightly better than last week, although this does not mean that any sustained improvement is in sight. Business remains quiet with no immediate sign of recovery.

Prices on coal oil and gasoline are held at the changes of two weeks ago. Coal oil now sells for 19½ cents; motor grade gasoline, 34 cents, higher grade 39 cents.

TIN.—Tin is slightly firmer in London, but stocks are gradually increasing, and it is not expected that present prices will advance. The demand locally is very quiet with the market slightly firmer at 37½ cents.

COPPER.—This metal is slightly higher in London, with New York holding steady. Local prices are unchanged at 18 cts. for electro, and 17¾ cts. for casting.

SPELTER.—There is nothing new in this metal, but prices can hardly go any lower. A fairly heavy premium is asked for forward deliveries which indicates the trend of the market. Local quotations are given as 7¼ cents.

LEAD.—Lead is steady both in London and East St. Louis, with the demand keeping up fairly well. There is not much indication of prices in either direction in the near future. Local quotation remains at 7 cents.

ANTIMONY.—Antimony continues quiet, and although prices are very low, there is no sign of improvement. Chinese is quoted at 7½ cents, high grade English 11½ cents.

ALUMINUM.—Aluminum continues in its quiet position on the market with prices unchanged at 32 cents.

# *Toronto Markets*

TORONTO, July 7.—Several important reductions are recorded on the hardware markets this week, but the revisions are hardly as numerous as during recent weeks, when changes became effective on various staple lines. Chief among current price reductions are the lower quotations on blue annealed sheets, while band and hoop steel also register lower prices. New lower prices have been announced on twist stock carbon and wood boring drills, through a revision in the discount. Similar discount changes give a slight reduction on all classes of wood screws. Quotations on Polarine again register a decrease, but little change is shown on other primary markets.

## Band and Hoop Steel Prices Lowered

**Toronto.**

The steel markets are reported to be responding a little more actively to the attractive levels of prices that have gradually developed, and sentiment is slightly more cheerful. Some lower quotations appear this week on band steel, while hoop steel is also shown at a reduced figure.

The announcement by the Bethlehem Steel Company of a new reduced list of prices on steel generally, confirms this situation as outlined in a previous issue of Hardware and Metal. In connection with such reductions, however, it is pointed out that this covers primarily the American steel situation, and does not always reflect current conditions on Canadian markets. The lower price levels have been anticipated for some time past, both in rumors and in actual conditions, and the prevailing announcement has approximately amounted to giving official recognition of the reduced quotations that have developed.

A few more inquiries have been recorded recently in the local situation, but apart from the price revisions noted on band and hoop steel, conditions are practically unchanged. The following prices generally prevail, although a slight variance is shown by different jobbers, usually depending upon quantity:

**IRON AND STEEL**

| | | |
|---|---|---|
| Mild steel bars, base | | $ 3 75 |
| Mild steel bands, 3-16", base | | 4 10 |
| Bar iron, base | | 3 75 |
| Iron bands, 3-16", base | | 4 10 |
| Angle iron, base | | 3 75 |
| Horseshoe iron | | 4 10 |
| Tire steel | $ 4 70 | 5 95 |
| Band steel, 5-8 to 4" | | 4 25 |
| Spring steel | 10 75 | 12 75 |
| Crucible cast sheet steel | 30 00 | 35 00 |
| Mining drill steel | | 23 00 |
| Cast tool steel | | 20 00 |
| Sleigh shoe steel | 4 10 | 4 50 |
| Norway iron | | 15 00 |
| Toe caulk iron | 5 40 | 6 40 |
| Hoop steel | | 4 75 |

## Reductions Noted In Quotations On Plates

**Toronto.**

Quotations on plates have been lowered this week, and there is reported to be some price shading on galvanized sheets. The reduction in plates is coincident with lower price levels on these products now effective in the United States markets but it is noted in that direction that prices are being made to fit the order involved.

While such a condition is not altogether usual, it is a natural outcome of existing trade conditions; and it is reported that similar traits have been evident on local markets. The following prices however, are the average quotations for large-sized quantities, although figures on broken lots show a much higher range:

**PLATES**

| | | |
|---|---|---|
| 10 gauge | $ 4 75 | $ 5 00 |
| 12 gauge | 4 80 | 5 05 |
| 14 gauge | 4 85 | 5 10 |
| 16 gauge | 4 95 | 5 20 |

**BLACK SHEETS**

| | |
|---|---|
| 14 gauge | 5 10 to 5 60 |
| 16 gauge | 5 20 to 5 70 |
| 18-20 gauge | 5 30 to 5 80 |
| 22-24 gauge | 5 35 to 5 85 |
| 26 gauge | 5 40 to 5 90 |
| 28 gauge | 5 50 to 6 00 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

**GALVANIZED SHEETS**

**Premier and Apollo**

| | | |
|---|---|---|
| 10¾ oz. | $ 7 90 | $ 8 40 |
| U. S. 28 | 7 50 | 8 00 |
| U. S. 26 | 7 20 | 7 70 |
| 22 and 24 | 7 05 | 7 55 |
| 18 and 20 | 6 90 | 7 40 |
| 16 | 6 75 | 7 30 |
| 12 and 14 | 6 60 | 7 20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## Hot Weather Boosts Sales of Electric Fans

**Toronto.**

The abnormally hot weather experienced during the past two weeks has resulted in a noticeable increase in the sales of electric fans. Merchants report that this movement is not merely confined to orders from business houses or large institutions, but that many of the smaller sizes are evidently purchased for home use. One jobber stated that the demand for fans had been so great that their stock was absolutely depleted. Other dealers inferred that only one or two of the larger sizes remained on hand.

## Oil and Gasoline Prices Hold

**Toronto.**

Polarine oils are again reduced in price this week, following the lower level now obtaining on crude oil quotations. Local prices on crude oil are shown at $2.25 and this reduction is a reflection of price declines which have recently taken effect in United States markets.

Gasoline quotations are maintained at 33 cents per gallon, and no further change has been announced since the revision noted under date of June 30. The new prevailing prices on Polarine oils are as follows:

**OILS**

| | |
|---|---|
| Polarine, per gal. list | $ 1 15 |
| Polarine medium, list | 1 15 |
| Polarine, heavy, list | 1 15 |
| Polarine, ex.-heavy, list | 1 40 |

List, less 25 per cent.

## Business In Cement Reported Only Fair

**Toronto.**

Manufacturers and distributors of cement report that current business is only fair. The market tendency is easing up, with future price changes depending upon seasonable demand, in conjunction with production costs and other similar charges. It is stated that building activity, especially heavy construction and the letting of large contracts, has failed to reach the level expected earlier in the year.

Present stocks therefore, were obtained from high-priced materials, and unless the movement shows some signs of improvement, it is reported that little change in prices are contemplated at the present time. On the other hand, some rumors of anticipated reductions have been noted, but whether the movement to lower quotations would result in stimulating business or lead to increased sales, is problematical, especially at this season of the year. The following are the present averge prices on portland cement:

| CEMENT | Montreal | Toronto |
|---|---|---|
| F.O.B. | $ 4 14 | $ 4 30 |
| Delivered | 5 08 | 5 35 |

Discount, 10 cents per barrel.
Single bags $1.45.

Extra cartage charge of $1.50 per load on less than 30 bag lots.

## Boiler Tubes Unchanged

**Toronto.**

No change is reported either in prices or sales of boiler tubes. Quotations remain at former figures, with the movement at present slow, confined to replacement work.

**BOILER TUBES**

| | Seamless | Lapweld |
|---|---|---|
| 1 inch | $26 00 | $ |
| 1¼ inch | 27 25 | |
| 1½ inch | 26 25 | |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 29 25 | 22 00 |
| 2¼ inch | 33 00 | 25 00 |
| 2½ inch | 41 75 | 27 00 |
| 3 inch | 40 25 | 35 00 |
| 3½ inch | 63 50 | 49 00 |
| 4 inch | 85 00 | 50 25 |

## Fair Movement Reported on Soil Pipe

**Toronto.**

Prices on soil pipe and fittings remain nominally unchanged. The movement in these products has recently registered some slight improvement, but sales are still reported only fair, and hardly up to average expectations at this season of the year.

## New Base Quotation On Round Head Boiler Rivets

**Toronto.**

A new base price is now announced on round head boiler rivets. The revised quotation is $6.00, f.o.b. Montreal, Toronto, and London.

## Range Boiler Prices Still at Lower Level

**Toronto.**

While it was expected that prices quoted a few weeks ago on range boilers would be increased to higher levels in the near future, no change has been announced up to the present. Resulting from a series of price-cutting, the new prices were issued in the hope of stablizing the market, manufacturers claiming at that time they could not sell at the reduced levels and retain a profit, and in all probability they would be raised the following week. Orders, however, are still being taken on range boilers at the following nominal prices:

**RANGE BOILERS**

| | Standard | Ex.Heavy |
|---|---|---|
| 30 gallon | $ 8 75 | $ 11 50 |
| 35 gallon | 9 50 | 13 80 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 08 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 144 gallon | 78 00 | 93 00 |

## Quotations On Compression Work Unchanged

**Toronto.**

Standard compression work valves, and brass goods of all kinds remain at previous price levels. Some reports indicate a very slight increase in the current demand, but whether this points to a future market improvement, or is of a temporary nature, dealers are reluctant to predict. The following prices, including recent revisions, are generally maintained, no further announcement as to changes in quotations on these products having been made:

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| Do., Fuller | 25% |
| Flatway stop and wastecocks, standard | 40% |
| Roundaway stop and waste cocks, standard | 34% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 5% |
| J. M. T. | 20% |
| J. M. T. C. | 25% |
| J. M. T. Gate Valves | 15% |
| Gate or straightway | 16–10% |
| Jenkins Globe | 10–10% |
| Radiator valves, standard | 30% |
| Do., removable disc | 42% |
| **BASIN COCKS** | |
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |
| Emco. J. D. Valves | 20% |
| Emco Check Valves | 20% |
| Webber Gate Valves | 20% |

## Fair Sales For Conductor Pipe And Eavestrough

**Toronto.**

A better seasonable movement has been regained on conductor pipe, eavestrough and conductor elbows. Dealers report these products as selling more satisfactorily now the summer building activity has stimulated trade in these lines. Quotations are unchanged, and it is stated in some quarters that little price revision can be looked for until the end of the present season. Following are current quotations:

**TROUGH (Eave)**

O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. | | Per 100 ft. |
|---|---|---|---|
| 8-in. | $15 90 | 15-in. | $28 80 |
| 10-in. | 17 70 | 18-in. | 36 50 |
| 12-in. | 21 20 | | |

Less 60 per cent.

**PIPE (Conductor)**

Plain, round or corrugated.

| | Per 100 ft. in 10 ft. lengths. |
|---|---|
| 2 in., in 10-ft. lengths, list | $ 18 40 |
| 3 in., in 10-ft. lengths, list | 22 30 |
| 4 in., in 10-ft. lengths, list | 29 60 |
| 5 in., in 10-ft. lengths, list | 40 00 |
| 6 in., in 10-ft. lengths, list | 49 00 |

Less 60 per cent.

**CONDUCTOR ELBOWS**

| | |
|---|---|
| 2 inch, list | $ 5 25 |
| 2 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

## Corrugated Sheet Prices Remain Steady

**Toronto.**

A renewal of activity is reported on corrugated sheets, and a fair seasonable movement is evident. The period of exceptional hot weather, recently experienced, has made this product more difficult to handle, but work on roofing of this kind, is apparently proceeding satisfactorily. Sales are stated to be of a steady nature, and a brighter tone now generally prevails. No price changes on corrugated sheets have been recorded this week, and the following quotations generally prevail:

**CORRUGATED SHEETS**

| | Per 100 Sq. Ft. |
|---|---|
| No. 28 gauge | 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 15 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 18 00 |
| No 18 gauge | 24 00 |

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

## Little Improvement In Brass And Copper

**Toronto.**

Conditions on brass and copper markets show very little signs of improvement. Following the recent price revisions on copper and brass tubing, rods and sheets however, the weaker tendency then evident has been succeeded by a more optimistic tone, and future recovery is hoped for. The prevailing quotations are:

| | |
|---|---|
| **BRASS** | |
| Sheets, base, per lb. | $ 0 27 |
| Rods, base, per pound | 0 27 |
| Tubing, base, per bl. | 0 34 |
| **COPPER** | |
| Rods, base, per pound | 0 32 |
| Soft sheets, plain, 16-oz. and heavier, lb. | 0 32 |
| Do., plain tinned 16-oz. and heavier, lbs. | 0 40 |
| Do., polished and tinned 16-oz. and heavier lb. | 0 45 |
| Tubing | 0 37 |

## Cordage Quotations Hold

**Toronto.**

Recent reductions in the prices of rope and cordage are reported as producing a fair volume of business for this period of the year. Binder twine and other harvest supplies are stated to be moving out satisfactorily, with the number and size of sales expected to show a steady increase. Pure manilla basis is now 23 cents, with beaver manilla at 19 cents. Sisal rope and lath yarn are now based at 17 cents, with other cordage quotations unchanged.

## Steady Market Recorded On Pipe Fittings

**Toronto.**

The various grades of pipe fittings have recorded very little change in either prices or conditions. The market in these products remains steady, with sales generally more numerous, although small. Stocks are now reported as fairly complete. The following quotations are holding:

| | |
|---|---|
| Cast iron fittings | 20% |
| Plugs, cast iron | 27½% |
| Do., solid | 10% |
| Do., countersunk | net |
| Bushings | 30% |
| Unions, ¼-in. to 2-in. | 40% |
| Do., ⅛ in., 2½ to 4 in. | 35% |
| Flanged Unions | 20% |
| Dart Unions, blk., ¼ to 2 in. | 29% |
| Do., ⅛ in., 2½ to 4 in. | 14% |
| Do., galvd., add to black | 30% |
| Nipples, blk, and galvd., ⅛ to 4 in., close and short | 40% |
| Do., 4½ in. and larger | 30% |
| Do., 4½ in. and larger | 40% |
| Do., long ⅛ in. to 4 in. | 50% |
| Do., running thread | 20% |
| Couplings, 4 in. and under | 20% |

**Toronto.**

A firmer tone is evident again on the primary lead markets, and prices on lead piping and sheets are being well maintained. The recent revisions in solder prices remain unchanged this week, and the lower levels are reported to have stimulated some activity in the various grades. Following are the average quotations including the recent revisions:

| | |
|---|---|
| **LEAD AND ZINC GOODS** | |
| Lead pipe, list, per lb. | 0 12½ |
| Lead waste pipe, list, per lb. | 0 13½ |
| Do., over 8 in., list, per lb. | 0 14½ |
| Lead pipe is subject to a discount of | 10% |
| Lead traps and bends | 10% |
| Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb. | 0 09½ |
| Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra. | |
| Solder, wire, per lb. | 0 32 |
| Do., strictly, lb. | 0 23 |
| Do., commercial, lb. | 0 21 |
| Do., guaranteed, lb. | 0 26 |
| Do., wiping, lb. | 0 20½ |
| Zinc sheets, per lb. | 0 20½ |

## Apathetic Tone In Waste Material Markets

**Toronto.**

Factors in the waste material markets are reported as practically at a standstill. The present condition of scrap metals is said to be apathetic, while scrap iron is still developing an easier tone, and the tendency is apparently heading towards further price declines. The following averages of dealers' buying prices are nominal, and for fairly large quantities:

| | | |
|---|---|---|
| **WASTE MATERIALS** | | |
| No. 2 busheling | $ | $ 11 00 |
| Heavy melting steel, gross ton | 11 00 | 12 00 |
| R. Rd. wrought iron, No...1, gr. ton | 11 00 | 12 00 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 12 00 | 13 00 |
| No. 1 machinery cast, net ton | 17 00 | 18 00 |
| Heavy, lead | 4 25 | 4 50 |
| Tealead | 2 25 | 2 50 |
| Red brass | | 9 00 |
| Yellow brass | 6 00 | 7 00 |
| Light brass | 4 00 | 4 50 |
| Heavy Copper | 10 00 | 11 00 |
| Scrap zinc | 3 50 | 4 00 |
| Old rubbers, boots and shoes | 2 50 | 3 00 |
| Lumberman's rubber boots | 1 50 | 2 00 |
| Auto tires | 0 50 | 1 00 |
| Solid tires | 0 75 | 1 25 |

## Screw Discount Revised

**Toronto.**

Through an increase in the discounts, a small reduction on the prices of all classes of wood screws is announced this week. The discount has been changed 1 point, this affecting bright, brass and bronze, round and oval head and flat screws.

## Quiet Tone Pervades Ingot Metal Markets

**Toronto.**

While the dull period of activity is still prevalent is the ingot metal markets, some signs of a more optimistic note are gradually developing. There is very little change to report in either price or conditions, the tone in lead being slightly firmer, and a more hopeful outlook prevading the copper market.

COPPER.—While no immediate improvement has been registered in copper prices, yet hopes for future recovery are based upon the expectation of increased export demand. There is little movement at the present time, however, for copper goods such as sheet or tube, and coupled with the surplus quantities of scrap copper noted in the waste markets, the current situation leaves much to be desired. The price of 17½ cents is still the prevailing local quotation.

TIN.—There is little life reported in the tin markets at the present time, and the dullness previously reported is still evident. Faced with the prospect of a shut-down in United States tin plate mills, it is reported that the outlook for a resumption in tin buying is far from bright. This situation is likely to affect other markets in this metal. Local prices register a range of from 37 to 38 cents.

LEAD.—There is very little change in the current lead markets, but it is reported that a firmer tone is gradually developing. An increase in the number of inquiries is the chief feature, with the current price remaining locally at $6.75.

SPELTER.—There has been some surprise expressed in trade circles that consumers have not taken greater advantage of the present low price on spelter. The opportunity to stock supplies at the low values obtaining, even if no immediate need for the metal is apparent, has been generally neglected. Present selling prices are claimed to be considerably below the cost of production. The recently revised price of $7.00, remains on the local markets.

ANTIMONY.—More inquiries for antimony have been evident on the markets, but current quotations are unchanged The local price is still ranging from 8 to. 10 cents.

ALUMINUM.—This market is devoid of any new feature and prices continue to hold at previous levels. The current quotation is unchanged at 30 cents.

## Lower Prices On Drills

**Toronto.**

A reduction of approximately 10 per cent. is noted in prices on twist stock carbon and wood boring drills. The revised discount is now 42½ per cent.

# London Markets

LONDON, July 7.—Rope and cordage quotations are prominent on the hardware markets this week with price revisions reducing these products to the levels existing before the price advance noted last May. Screw and strap hinges now have lower prices through a change in discounts, while quotations on socket firmer chisels are also reduced.

A fair movement is recorded on harvest tools, and sales of paris green are noticeably numerous. A satisfactory volume of business is reported, with warm weather lines including electric fans, hammocks, ice cream freezers, and other seasonable goods moving freely.

## Rope and Cordage Prices Show Reductions

**London, Ont.**

New lower prices are now announced on rope and cordage, and this reduction just about places quotations on these products at the levels existing before the price advance became effective last May. Following are the revised prices:

| ROPE AND CORDAGE | |
|---|---|
| Pure Manilla, base, per lb. | 0 23 |
| Beaver manilla, base, per lb. | 0 19 |
| New Zealand hemp, base, per lb. | 0 19 |
| Sisal, base, per lb. | 0 17 |
| Lath yarn, base, per lb. | 0 17 |

## Prices on Screw And Strap Hinges Now Lower

**London, Ont.**

Reductions are noted this week in the prices on screw and strap hinges. A revision in the discount lowers the quotation approximately 12 per cent. The new discount is 25 per cent. compared with the previous rate of only 15 per cent. Net prices figured at the new discount off list are as follows:

| SCREW AND STRAP HINGES | |
|---|---|
| 6", doz. pr. | $ 3 22 |
| 8", doz. pr. | 3 60 |
| 10", doz. pr. | 4 80 |
| 12", doz. pr. | 5 25 |
| 15", doz. pr. | 5 62 |
| 18", doz. pr. | 8 25 |
| 21", doz. pr. | 9 30 |
| 24", doz. pr. | 12 00 |

## SocketFirmer Chisels Reduced

**London. Ont,**

Socket firmer chisels have revised quotations this week, the discount now being shown at 33 1-3 per cent. This constitutes a reduction over previous prices.

## Linseed Oil Steady

**London, Ont.**

Prices on linseed oil continue to hold firm on the local markets, and a good seasonable sale still prevails. Some recent fluctuation has been noted in the flax seed markets, but this has had no reflection on linseed oil prices up to the present. Following are the prevailing quotations:

| LINSEED OIL | Raw | Boiled |
|---|---|---|
| 1 to 2 bbls., Imp. gal. | 0 97 | 1 00 |
| 3 to 5 bbls. | 0 96 | 0 99 |
| 6 to 9 bbls. | 0 94 | 0 97 |

Less bbls. add 15c gal.

## Turpentine Quotations Hold

**London, Ont.**

The recently reduced prices on turpentine are now being maintained, and no change has been recorded this week. The volume of sales is reported as showing some increase, the lower levels having stimulated buyers. Following are prevailing quotations:

| TURPENTINE | |
|---|---|
| 1 bbl. lots, Imp. gal. | 1 02 |
| 2 to 4 bbl. lots, Imp. gal. | 1 01 |
| 5 gal. lots, Imp. gal. | 1 17 |

## Sorting Movement For Nails

**London, Ont.**

A steady sorting demand is evident for both wire and cut nails, and the new lower price levels have served to produce some improvement in the current volume of sales. There have been no further revisions announced, and the following quotations are holding unchanged:

| NAILS— | | |
|---|---|---|
| Wire, | base, | $4.55 |
| Cut, | base, | 5.45 |

## Active Demand For White Lead In Oil

**London, Ont.**

While an active demand is recorded for white lead in oil, prevailing price levels continue unchanged. The following are the average quotations on this product:

| WHITE LEAD IN OIL | Tons | Less Tons |
|---|---|---|
| Pure, per 100 lbs. | $ 15 05 | $15 40 |
| Elephant, per 100 lbs. | 15 55 | 15 90 |

## Fair Demand Recorded For Harvest Tools

**London, Ont.**

There is a fair movement recorded at the present time, for hoes, pitchforks, and other harvest tools. Sales are continuing steadily, and the quotation of list less 50 and 10 per cent., remains unchanged.

## Paris Green Sales Active

**London, Ont.**

There is a very satisfactory volume of sales recorded for paris green, and some dealers indicate that a record movement for insecticides is anticipated this season, due to the fact that potato bugs and other plant-destroying insects are somewhat more numerous than in previous seasons. The number of sales would indicate that a determined effort is being made to exterminate these pests, and thus prevent their customary damage to certain crops.

Following are the unchanged price levels:

| PARIS GREEN | |
|---|---|
| ½ lb. pkgs., lb. | 0 52 |
| 1 lb. pkgs., lb. | 0 50 |
| 25 lb. drums, lb. | 0 48 |
| 50 lb. drums, lb. | 0 46 |
| 100 lb. drums, lb. | 0 46 |

## Good Sales Reported For Dry Arsenate of Lead

**London, Ont.**

Dry arsenate of lead is moving freely at this season of the year, and dealers generally report good sales. Quotations are unchanged from the following levels:

| DRY ARSENATE OF LEAD | |
|---|---|
| ½ lb. pkgs., lb. | 0 46 |
| 1 lb. pkgs., lb. | 0 44 |
| 5 lb. drums, lb. | 0 42 |
| 10 lb. drums, lb. | 0 39 |
| 25 lb. drums, lb. | 0 36 |
| 50 lb. drums, lb. | 0 34 |
| 100 lbs. drums, lb. | 0 32 |

## Brisk Demand For Screens

**London, Ont.**

The seasonable demand for screen doors and windows, continues to result in numerous orders. There has been no change in quotations on this line at present, and the following price list prevails:

| SCREEN DOORS | |
|---|---|
| Doors | |
| No. 1, doz. | $ 23 25 |
| No. 2, doz. | 28 00 |
| No. 21, doz. | 35 00 |
| No. 3, doz. | 38 00 |
| No. 8, doz. | 41 00 |
| No. 28, doz. | 42 00 |

| SCREEN WINDOWS | |
|---|---|
| No. 1, doz. | $ 4 25 |
| No. 2, doz. | 5 65 |
| No. 3, doz. | 6 20 |
| No. 4, doz. | 6 60 |
| No. 5, doz. | 7 25 |
| No. 6, doz. | 7 80 |
| No. 7, doz. | 8 40 |
| No. 8, doz. | 9 10 |
| No. 9, doz. | 9 90 |
| No. 10, doz. | 12 20 |
| No. 12, doz. | 4 40 |
| No. 12½, doz. | 4 90 |
| No. 13, doz., | 4 80 |
| No. 14, doz. | 5 15 |
| No. 14½, doz. | 5 45 |
| No. 15, doz. | 5 95 |
| No. 16, doz. | 8 10 |

## Electric Fans Popular

**London, Ont.**

The extremely hot weather experienced during recent days has stimulated the sale of electric fans. Dealers report a good movement, with the following sizes proving popular:

| | |
|---|---|
| Polar Cub, 6 in. each | $7.50 |
| Polar Cub, 9 in. each | $12.00 |

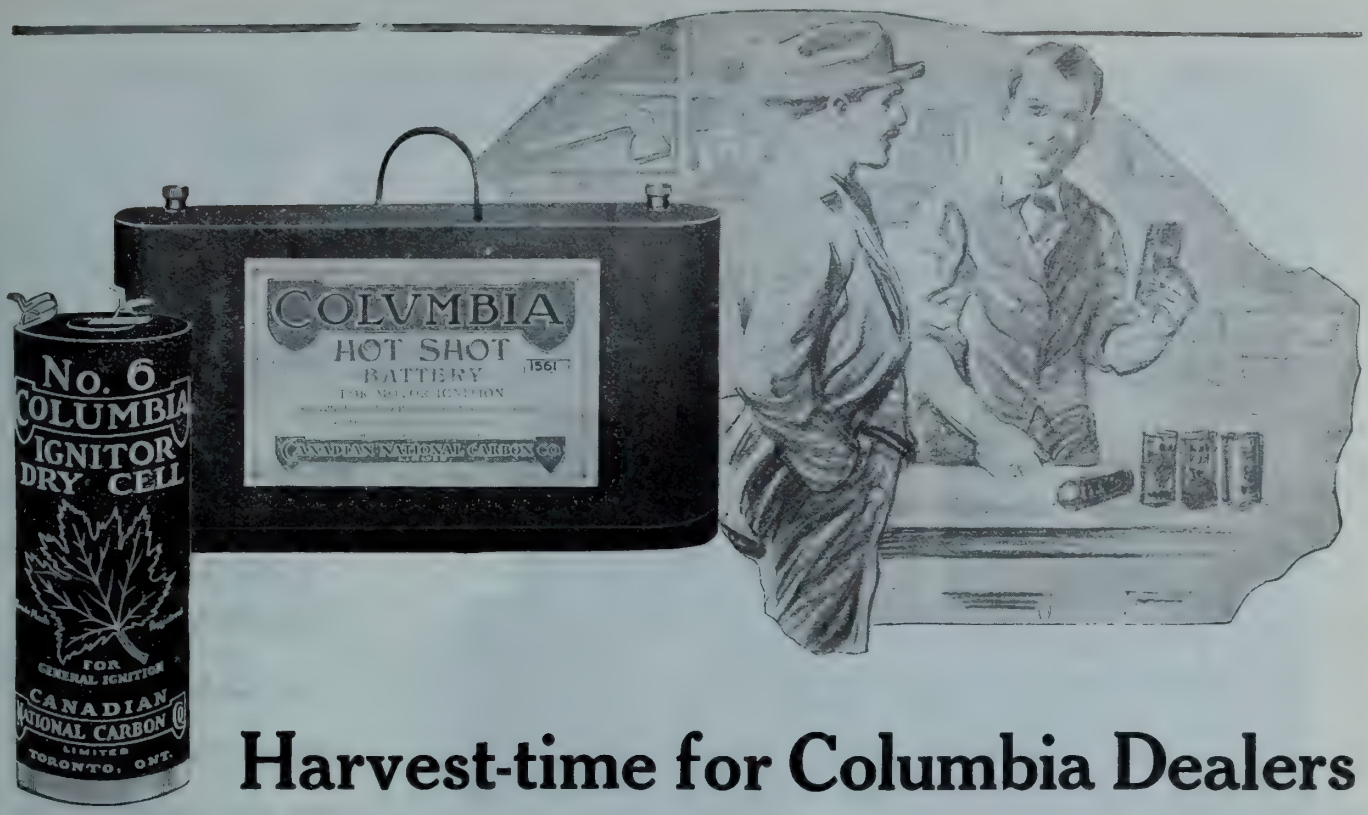
## Fly Oil In Demand

**London, Ont.**

There is a brisk demand for fly oil, coupled with the effect to reduce the annoyance caused by these and other insect pests. Prices are unchanged from the following levels:

| FLY OIL | |
|---|---|
| Dr. Williams | |
| ¼ gals., doz. | $ 6 50 |
| ½ gals., doz. | 9 00 |
| 1 gals., doz. | 13 00 |
| Crenoid | |
| ½ gal., doz. | 8 00 |
| 1 gal. doz. | 11 50 |

Corr. in full reels of 500 ft. less 5 per cent.




# Harvest-time for Columbia Dealers

THIS is the peak selling season for every type of Columbia battery — the time of the year when the live dealer gathers in his biggest Columbia profits.

Motor boat owners are buying Columbia "Multiples" — the waterproof dry battery with but two connecting posts. Tractor owners are making use of the mid - season by getting their machines in order for harvest—and are installing Columbia "Hot Shots". Ford owners everywhere are finding need for new Columbias. Campers and cottage owners are buying Columbias for convenient, safe light. In a hundred different ways Columbia sales are boosted at this time of the year.

That's why you see more Columbia advertising running now than ever before in all the greatest national advertising media.

Don't let this harvest season pass by without getting your full share of Columbia profits. Feature Columbias in your window—on your counters—in your show cases. Complete your stock—be prepared to fill every demand. Your jobber can ship promptly if you order at once.

**CANADIAN NATIONAL CARBON CO., LIMITED**

**Toronto and Winnipeg**

# Columbia Dry Batteries

***—they last longer***

1213143

If interested, tear out this page keep with letters to be answered.

# JAMES AUSTIN & SONS, LTD.

Established 1774

## St. George's Mills, Hoxton, London, N. 1

Also at Manchester

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London, Codes ABC. 5th & Bentleys

*AGENTS not yet appointed.*
*Orders and enquiries only entertained through recognised Indent Houses.*

Patent Plaited Cords
Our Speciality Anchor Brand

**PLAITED SASH LINES**

**HALYARD AND LOG LINES**

**VENETIAN AND VERANDAH CORDS**

**GLACIE**

**Blind and Picture Lines.**

**ENDLESS CORDS for FANLIGHT OPENERS ETC., ETC.**

Insist on (AUSTIN'S) makes where Strength and Durability are required

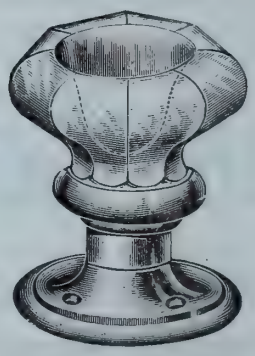
# JAMES CARTLAND & SON, Limited

## BIRMINGHAM (ENGLAND)

GLASS AND CHINA DOOR KNOBS WITH SPECIAL CANADIAN MOUNTINGS

Canadian Drawer Knobs

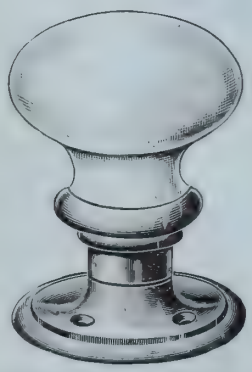
D1466 China



D1443 Moulded Glass
Registered Design

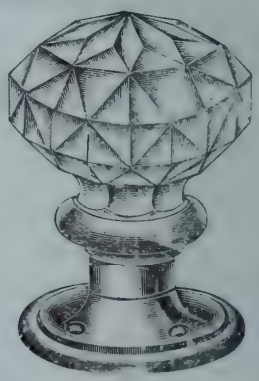
Canadian Drawer Knobs

D1116½ Glass



D1309 China 2¼ in.

REPRESENTATIVES IN CANADA
G. SMITH, 18 Stair Buildings, TORONTO
R. R. SUTHERLAND, 492 Confederation Life Buildings, WINNIPEG



D1116½ 2¼in. 2½in.
Cut Glass


If interested, tear out this page keep with letters to be answered.

# VONO

TRADE MARK

(PATENT)

**KNIFE CLEANER**

**Specially Suitable for Colonial Trade.**

**Low prices.**
**Good profits.**
**Quick seller.**
**Delivery from stock.**

**Sales assisted with high-class literature free.**

**Order a sample case to-day.**

THE VONO Co.
DUDLEY PORT, STAFFS.
& 6 & 7, HOLYWELL ROW, WORSHIP ST. LONDON, E.C.2.

# THOS. ELLIN & CO., Ltd.

SYLVESTER WORKS **SHEFFIELD, ENG.**

EST'D 1784

# "VULCAN" RAZORS

***of the finest quality***

**No. 7011—Round, square or hone points**

**POCKET and TABLE-KNIVES**

**"VULCAN STAINPROOF" TABLE CUTLERY**

**Representative for Canada**

**G. L. Cohoon, 11 St. Sacrament St., MONTREAL**

THE MANUFACTURER INSURES HIS PLANT, machinery and merchandise.

The merchant insures his buildings and stock.

The farmer insures his stock and equipment.

The family man insures his house and furniture.

Every man insures his life.

Insurance protects investments.

The advertiser's insurance policy is the report of the Audit Bureau of Circulations on the publications with which he places contracts.

He protects his investment. He insures himself against misrepresentation of circulation. He knows that he really gets what he is paying for.

The reports of the Audit Bureau of Circulations on Hardware and Metal are furnished on request.

We insure our advertisers.

A SOLID SILVER-NICKEL ALLOY

Fentia NICKEL SILVER-WHITE

EACH ARTICLE BEARS THIS MARK

"FENTIA" is the only perfect alternative for Sterling Silver or Electro-Plate. "Fentia" bears the same colour and finish but is harder and stronger than either. Requires no plating and wears the same white colour throughout.

"FENTIA" is ideal for Table, Hollow and Flat-Ware, Kitchen Utensils and also Chemical and Laboratory Apparatus. After exhaustive tests it has been taken up by England's Premier Shipping Company, leading London and Provincial Hotels and Restaurants, and Railway Dining Car and Catering Services.

Codes:— ABC, 5th Edtn. Western Union, Marconi

**FENTON BROTHERS, LTD., SHEFFIELD, ENGLAND**

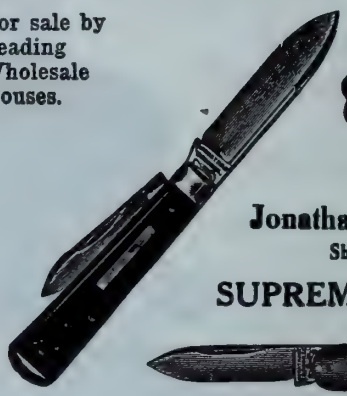
Established 1850

Cables:— "Fenton Brothers Sheffield."

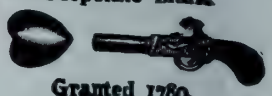
## GLAZIERS' DIAMONDS

A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal
Branches: Toronto and Vancouver

For sale by Leading Wholesale Houses.

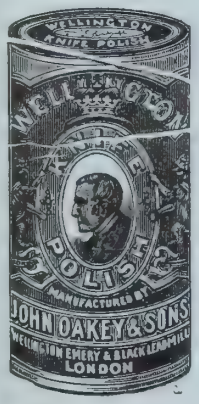


Corporate Mark



Granted 1780.

**Jonathan Crookes & Son**
Sheffield, England
**SUPREME CUTLERY**




## OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & SONS, Ltd.**

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.
WELLINGTON MILLS
LONDON, S.E.1, ENG.
Agents:
F. Manley, 147 Bannatyne Ave. East
WINNIPEG
Sankey and Mason, 839 Beatty St.
VANCOUVER

## JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our
**CUTLERY**
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

**James Hutton & Company**
MONTREAL

## G. W. METALS

**are superior**

Manufacturers of the famous
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

**Made in Canada**

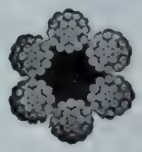
*Write or Wire Your Enquiries*

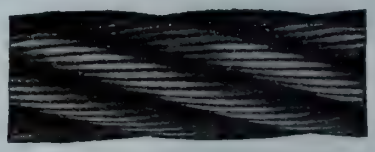
**Great Western Smelting & Refining Co.**
**Vancouver, B. C.**

Wm. M. Gordon & Co., Winnipeg, Man.

A. G. Low Co., Saskatoon, Sask.

## WIRE ROPE AND FITTINGS





**OF ALL CONSTRUCTIONS**

The demand is steady. Are you getting your share of this business? We co-operate with you.

***Have you a copy of our Catalogue?***

**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

**CANADA WIRE & IRON GOODS CO.**
HAMILTON


If interested, tear out this page and place with letters to be answered.

# You Can Make 40% Profit

THE secret of successful merchandising is quick turn-over. To keep our factory working up to top notch, and to boost "Made in Canada" electrical goods, we are inaugurating a merchandising campaign, featuring our celebrated Sovereign Electric Iron. It's going to be a winner. Thousands of women will be attracted to the electrical stores, who are displaying the

# Sovereign Electric Iron

in their windows.

The margin of profit on the Sovereign Iron is particularly generous The new list price of $6.00, and the special discounts, enable you to make 40 per cent. profit on this appliance.

Specially prepared advertising matter, suitable for your use, with your name and address printed, free of charge, is available. Sales letters printed on attractive dealer letterheads, ready-prepared newspaper advertisements, window cards, folders, etc., are yours for the asking.

*Boost "Made in Canada" electrical goods*

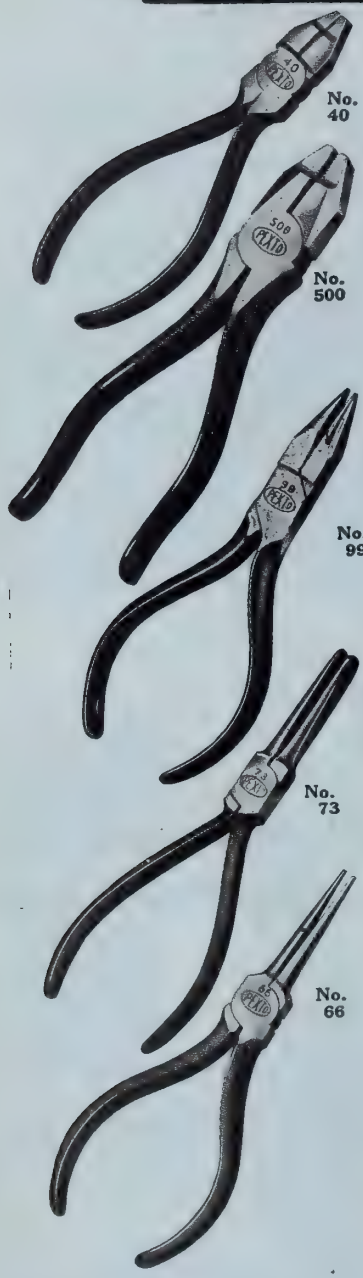
## Canadian General Electric Co., Limited

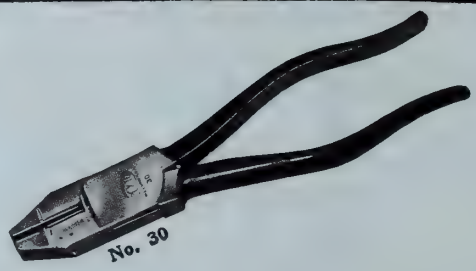
Head Office TORONTO

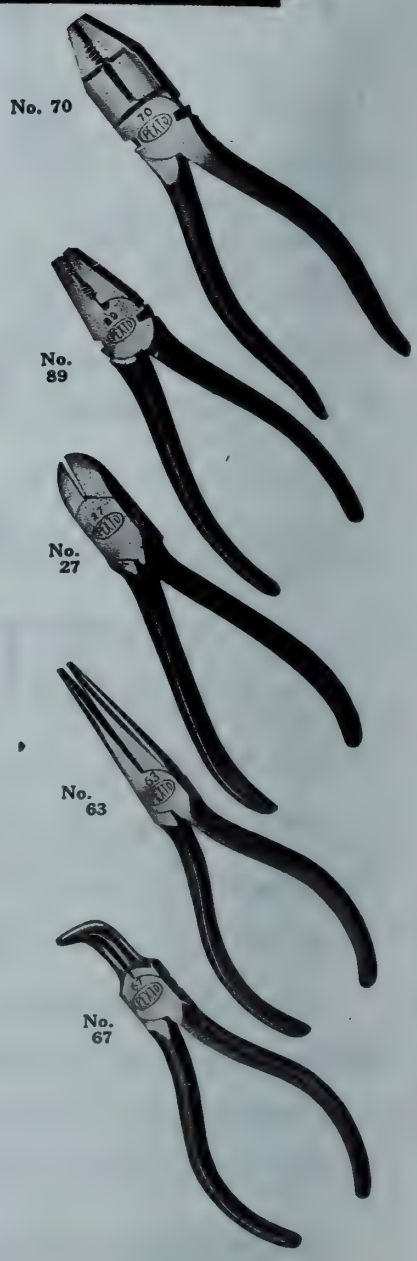
Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.

**If interested, tear out this page and place with letters to be answered.**

# PEXTO GUARANTEED PLIERS




## A few of the Sixty Styles

From the famous No. 30-Star Rivet-Box Joint Plier down through line of sixty styles of Box-Lap-and-Slip-Joint Pliers, there is a plier for every purpose and every type of workman.

The automobilist, the electrician, the machinist and handy man will find one or more pliers suited to his individual needs.

PEXTO quality and PEXTO service is built into each and every plier from the forge shop to final inspection, and the durable, attractive finish makes them the easiest plier to sell.

We would like to tell you about our Silent Salesman for PEXTO Pliers.

A 32-page booklet illustrating and describing the entire line will be mailed on request, or we will be glad to imprint a supply for our dealers.

They are indeed Worth While Tools.

PEXTO

WORTH WHILE TOOLS

# The Peck, Stow & Wilcox Company

## Southington, Connecticut, U. S. A.

If interested, tear out this page place with letters to be answered.

# MOTOR ACCESSORIES

OF

ALUMINIUM

are economical, light and easy to keep clean.

Running-board edgings, matting and heelplates always in stock.

Samples for the asking.

IMMEDIATE DELIVERY

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide Street West
TORONTO

Eastern Agents: SPIELMAN AGENCIES, MONTREAL

SOLDERING SIMPLIFIED
*Repairing Easy and Sure with*
WYATT'S FLUID AMALGAM

For SOLDERING all KINDS OF METAL There is Nothing to equal WYATT'S FLUID AMALGAM (no acid)

PATENTED 1921

EVERY DEALER Should handle WYATT'S HANDY SOLDERING OUTFIT

AMALGAM *mends* BAND SAWS without affecting the temper

A SPECIFIC FOR MENDING
LEAKY PIPES, DOMESTIC BOILERS, RADIATORS, KITCHEN UTENSILS, BREAKS IN AUTOMOBILES, FARM IMPLEMENTS, ETC. THE WIREMAN'S FRIEND. SEE DEMONSTRATION AT TORONTO EXHIBITION.

WYATT'S PRODUCTS
225 Richmond St., W. - TORONTO, ONT.

UNIMECO
MADE IN CANADA
WROUGHT WASHERS

**Prompt Shipments**

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

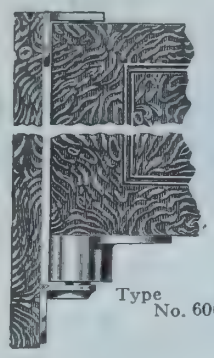
SAWS

Simonds Canada Saw Co., Limited
Montreal, Que.
St. John, N. B.
Vancouver, B. C.

For the Hardware Dealer there is Satisfaction in knowing that the Saws he sells will give the customer the best of service. If he handles the Simonds line he is assured of the highest quality backed by the fullest guarantee.

Write for terms and discounts.

SIMONDS



Type No. 6007

TRADE CSB CO MARK

TRADE CHICAGO MARK

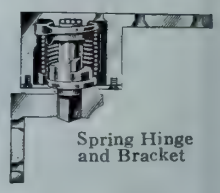
# SPRING HINGES

This type of hinge is for office gates. It is known as the Chicago "Sagless" Gate Spring Pivot Hinge.
It has Ball Bearings.
No matter if the gate is heavy or wide, it will swing it easily without sagging.
The spring does not carry the weight of the gate and a very light tension is applied—a desirable feature on office gates.
Backed by a world-wide reputation.

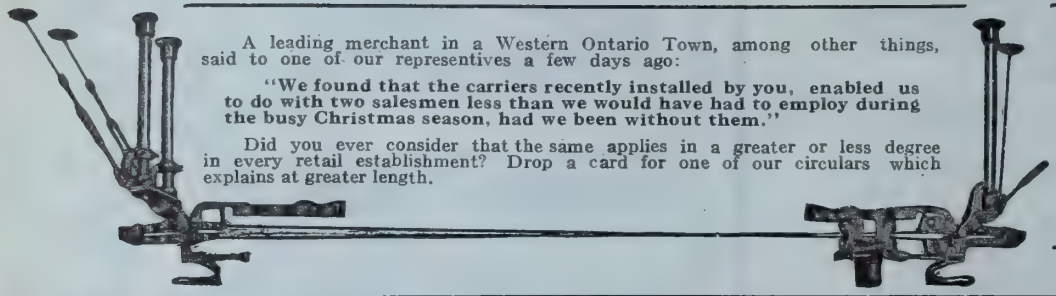
**Chicago Spring Butt Company**
CHICAGO NEW YORK
Send for Catalogue 36

Top Pivot.

Top Socket



Spring Hinge and Bracket



A leading merchant in a Western Ontario Town, among other things, said to one of our representives a few days ago:

**"We found that the carriers recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas season, had we been without them."**

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.

**Gipe-Hazard Store Service Co. Ltd.**
113 Sumach St.
TORONTO, ONT.

**THE PROGRESSIVE MANUFACTURING CO.**
**Torrington, Conn., U.S.A.**

# FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

# BUILDING
## Is Picking Up

The outlook for the building trade is bright. You will need complete stocks of Stratford Builders' Hardware. Have you got them?

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**The Stratford Brass Company**
Limited
Stratford, Ontario

# STERLING £ TWINES

Made in Canada by

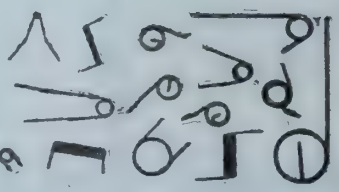
**The Sterling Twine Company, Limited**
Walkerton, Ontario

*Samples and prices upon application to*

**WILKINSON PAPER CO., LIMITED**
76 Bay Street, TORONTO

*Exclusive Selling Agents for Ontario*

# SPRING MAKING MACHINES



Torsion Spring Forms made on our
**TORSION SPRING WINDING MCH.**

*Ask for Bulletin No. 270*

**Sleeper Hartley, Inc**
WORCESTER, MASS.

# PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

**Sanderson-Harold Company, Ltd.**
PARIS, ONTARIO

# CARTER'S

## Have You Carter's In Stock?

Carter's Genuine Dry Red Lead is a big favorite with paint users everywhere.
Made from the highest grade Canadian pig lead, highly oxidized and ground very fine. It is always uniform in quality and when mixed with pure linseed oil affords lasting protection against rust or corrosion.
Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge are equally saleable.
Send for full particulars.

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**

## Manufacturers of and Dealers in

| | |
|---|---|
| Transmission Oil | Cutting Oil |
| Auto Oil | Lustriene Floor Oil |
| Neatsfoot Oil | METEOR Spark Plugs |
| Tanners' Oil | Boiler Compound |
| Lard Oil | Linseed Oil Soap |

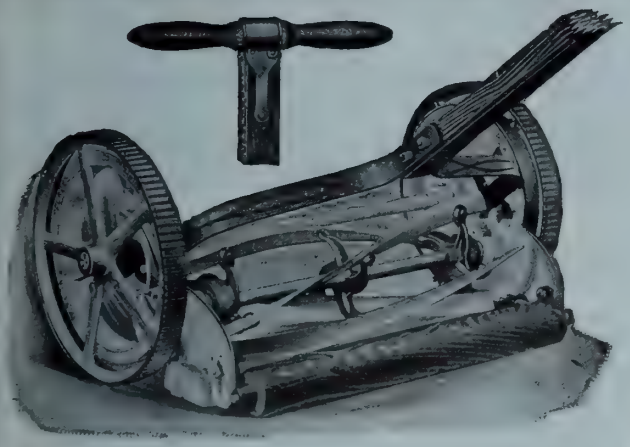
and all kinds of Lubricating Oil and Greases, etc

Velvet Lubricant is suitable for transmission, differential and cup lubrication, does not stiffen up in the cold so as to cause any inconvenience in shifting the gears, and will not become thin in hot weather, having been specially treated to meet the requirements of the varied weather conditions. Coats the gears to make them silent, will work into the smallest openings where oil will travel, and lubricate every bearing perfectly.

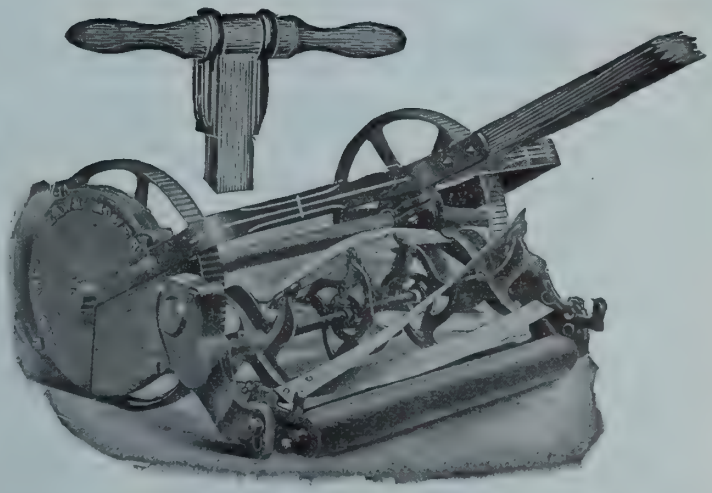
"Lubriko" Auto Oil is the most highly refined neutral oil for automobile lubrication, possessing high fire test, so that it retains its body under extreme heat.

After many years' practical experience in oils we produced this brand and we offer it to dealers, knowing it to be of the highest standard of quality for the lubrication of automobiles, stationary gas engines, motor boats, motor cycles, and all kinds of gas engines, whether air or water cooled. Made in light, medium and heavy consistencies.

**The Commercial Oil Company, Limited**
**Hamilton, Ontario, Canada**



## How is your stock of mowers? We are in splendid shape to fill rush orders. Write, phone or wire--immediate shipment.



**The following makes are always in demand:**

| | |
|---|---|
| "ADANAC" | "STAR" |
| "DAISY" | "WOODYATT" |
| "ONTARIO" | "EMPRESS" |

# Taylor-Forbes
## Company, Limited

Head Office and Works
**Guelph, Canada**

**Montreal Branch: 246 Craig St. W. Toronto Branch: 1088 King St. W.; Vancouver Branch, 1070 Homer St.**
**Maritime Provinces Agents: H. C. Rogers, Limited 147 Prince William St., St. John, N.B.**
**Western Agents: Harry F. Moulden & Son Confederation Life Bldg., Winnipeg, Man.**

# Facing New Buying Conditions

REPORTS from retail hardware firms throughout Canada indicate that retail hardware stocks run from 30 to 35 per cent. smaller than a year ago. Present indications are that retailers are going to continue their present policy of carrying smaller stocks and of buying more often. One prominent hardware merchant (name on request) who conducts two of the finest hardware stores in Canada, in expressing his views, was typical of hundreds of Canadian hardware merchants who replied to questionnaires sent out by Hardware and Metal. This merchant states as follows: **"Our stock to-day is approximately 35 per cent. smaller than it was a year ago.** We have learned our lesson, and from now on we will do business with a smaller stock. Our sales up to the end of April show an increase over the corresponding period of a year ago. We find that we can conduct our business successfully with a much smaller stock than we carried in 1920. We are going to let the manufacturers and the wholesalers carry the stocks for us instead of loading up our stores with them. We may have to pay a slightly higher price for the goods on account of buying in smaller quantities, but in the long run it will pay us to do so. We have also found that where previously we carried three or four different makes of a certain line of goods we can get along quite nicely with one or two lines. In the case of furniture polishes, for instance, we carried four different lines in 1920. We have eliminated two lines altogether, and from now on will stock only two lines, unless we decide later to confine our efforts to one line only. The same process of elimination is going on throughout our store and we find that on many lines we were really carrying double stocks."

Practically the same story has been told by hundreds of the best hardware retailers in Canada. What does this mean from the standpoint of the manufacturer and the wholesaler? It means that during 1921 the retailer is going into the market nine times a year in place of three times formerly. Retailers will buy three times as often as they did last year. It means that nine times during the year, the retailer is going to decide which lines he will carry in stock. It means that nine times during the year, he is going to be susceptible to other lines. It means that from now on the retailer is going to be more discriminating, more careful in his buying, and that he is only going to stock and sell the lines on which he is best sold. The unknown, unadvertised lines are going to lose out in 1921. Retailers are not taking hand-outs at the present time. They are specifying what they want, and are buying only the lines with which they are familiar.

There has never been a time in the history of the hardware trade in Canada, when greater consideration was being given by retailers to merits of the various lines of goods offered to them. There never was a time in the history of the trade, when hardware merchants and their salesmen were more receptive to sales arguments than at the present time. Each purchase is being weighed carefully, as many manufacturers and their travellers well know. There never was a time in the history of the Canadian hardware trade when the advertisements in Hardware and Metal were being watched and read more carefully than at the present time. If there are any reasons why hardware merchants should specify your lines in preference to others, right now is the time to place the merits of these goods before the hardware trade of Canada.

This can be accomplished through Hardware and Metal, the paper that is read by practically every worth-while hardware buyer throughout Canada. The cost is exceedingly small. If desired, the Advertising Service Department of Hardware and Metal will gladly co-operate with you in the preparation of copy and will assist in placing your messages before the Hardware trade in the most effective possible manner.

Do not overlook the fact that 1921 business requires solicitation and that now is the time to build for 1922.

Advertising in a trade newspaper such as Hardware and Metal is the best insurance you can secure at the present time. Will the retailers order your products or your competitors? They will order the goods on which they are best sold. Remember what "Babson" said:—

> "Business will be called 'quiet' but in many lines there should be some improvement. If you have weathered the storm of the past seven months, you can take courage! At this stage of depression the main problem is selling Cut down your production expenses as far as you can, do without further expansion in new buildings and equipment, *but don't skimp on your selling appropriations.* Now is the time to use that reserve fund which was set aside during the fat years! Later in the depression area we shall come to the point where you should increase your plant, but this summer—*increase your advertising! Take the aggressive course.* There will be *considerable business; the firm which goes after it* will be the one to get it!"
>
> ROGER W BABSON,
> Babson's Statistical Organization.

*Member A.B.C.* **HARDWARE & METAL** *Member A.B.P.*

*Canada's National Hardware Weekly since* 1888

**143-153 University Avenue** **Toronto, Canada**

Published every Saturday since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

**Montreal Branch, Southam Bldg.** **Winnipeg Branch, Confederation Life Bldg.**

**If interested, tear out this page and place with letters to be answered.**

Order from your Jobber
"MADE IN CANADA"
30 Years' Reputation

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and
GENERAL SOLDERING
WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

# Pedlar's

**Galvanized Steel Shingles**
**Corrugated Iron Siding**
**Plain and Stone Pattern Siding**
**Metal Ceilings and Walls**
**Eaves Trough and Conductor Pipe, Etc.**

**Write for Price List and Illustrated Catalog H.M.**

**The Pedlar People Limited**
*Established 1861*
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa
Toronto, Winnipeg, Calgary, Vancouver

# FISHING TACKLE MEANS
## ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED
70 King Street W. - - - Toronto, Ontario

## Order Northland Skis
**Now for Next Season. Prices Are Down**
New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

*Write for Catalog*

**Northland Ski Mfg. Co.**
St. Paul, Minn.

# WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
## IRON AND STEEL
## HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

## "DETACHABLE" HOSE REEL
**Revolves on the Faucet**
**Attached and Detached Quickly**
**Saves Money on Hose**

Many exclusive patented features and strong selling points explained in catalog.

THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**

492 Wellington St. W., Toronto

# HOYT METALS

**It Pays to Stock Hoyt Metals**

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

**HOYT METAL COMPANY**

MONTREAL TORONTO WINNIPEG

# EMPIRE LEVELS

HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

Complete catalogue on request.

The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

**EMPIRE LEVEL MFG. CO.**

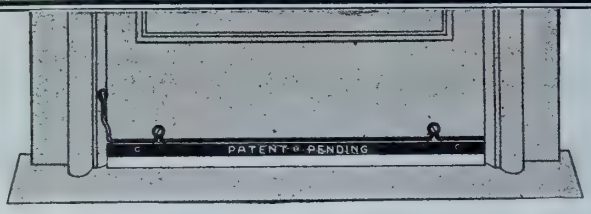
MILWAUKEE, WIS., U.S.A.

Western Agents—I. T. Walls Sales, Ltd., Confederation Life Bldg., Winnipeg

# Fittings Limited

*Manufacturers of Malleable and Cast Iron Pipe Fittings*

**Oshawa**




**The Automatic Door Strip**

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

**Atlas Iron, Wire and General Metal Works**

815 Queen St. West, Toronto. Phone Adel. 3889

Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

# Stove

All sizes of Clear Mica in stock for immediate shipment.

**Price List on Application.**

Mica Electrical Insulation of Every Kind.

**Mica Company of Canada, Ltd.**

P.O. Box 156, Hull, Que.

# Mica

Opening the Strap

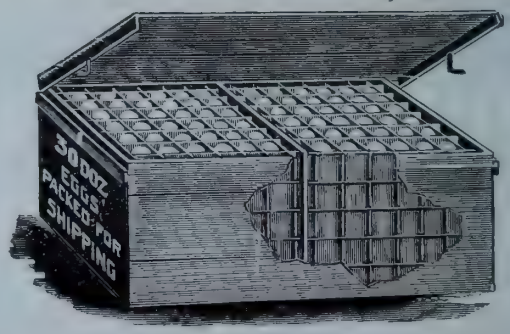
# O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

**O-Rib-O Manufacturing Co.**

Winnipeg, Manitoba

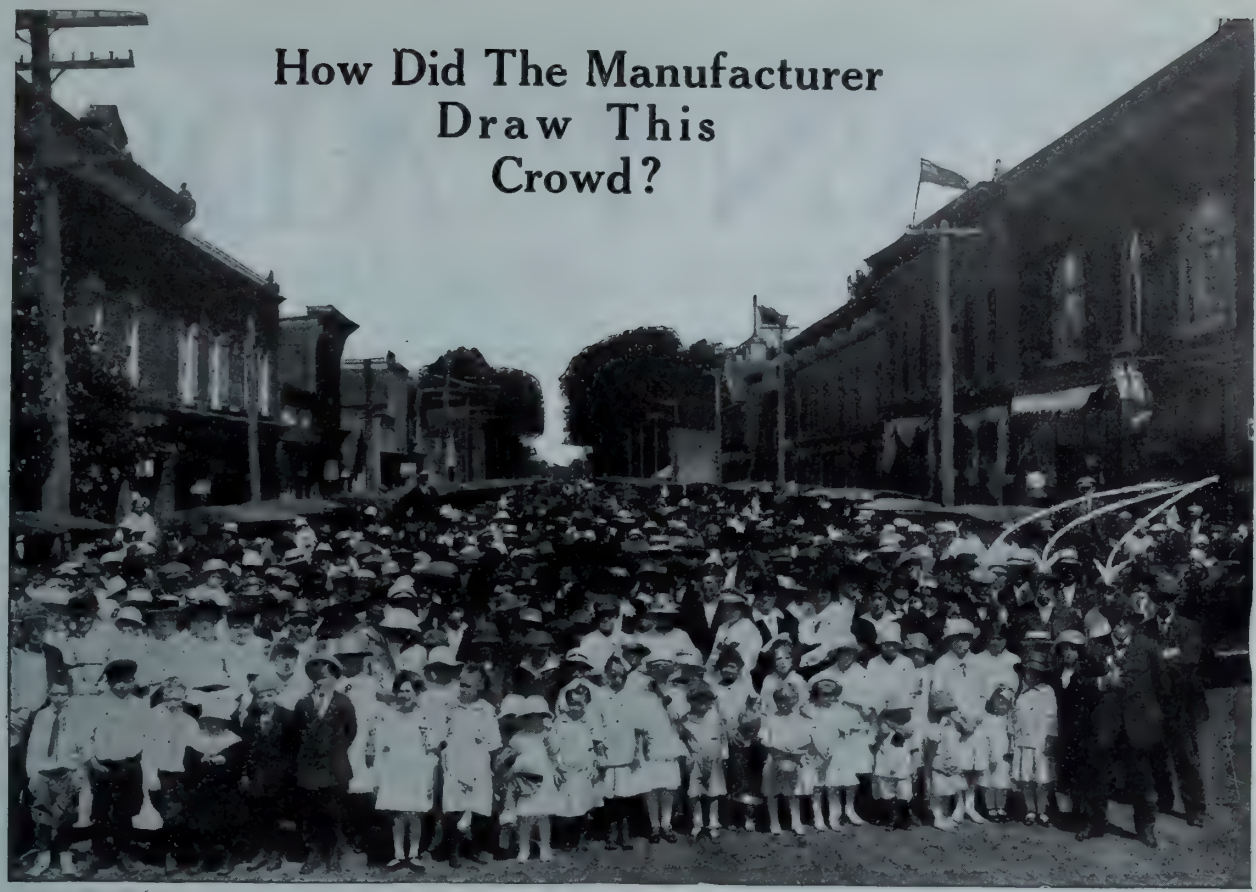
THE MILLER BROS. CO., LIMITED




Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA




*Name of Hardware Merchant and further details, supplied upon request*

# The Answer is—He Didn't!

THE crowd was drawn by a hardware firm in an Ontario town of 700 population. This crowd of over 1,000 people represents customers of the store, drawn from miles around, to attend the picnic given by this firm to its customers. Surely this is evidence of the close relationship between this hardware firm and its customers.

The close relationship between retailer and customer in this instance is typical of conditions existing in hundreds of Canadian towns, villages and cities.

The average hardware merchant (particularly in the smaller cities and towns) has been established for many years. He has a big business connection built up through years of efficient service to his customers. He is well rated, and a desirable man with whom to do business. He influences the buying habits of the people in his community, and in over 90% of the sales made, he is the deciding factor.

*"Which one do you recommend?"* is a question asked thousands of times each day in the hardware stores of Canada.

If you can get the effort and enthusiasm of the retail hardware merchants and their clerks, plus their window and interior displays and local advertising behind your goods, you will have secured the co-operation of one of the greatest available selling forces.

HARDWARE AND METAL is paid for, and read, by all the wholesale hardware buyers of Canada, and over 90% of the retailers from coast to coast. They are the men who control the sale of your products to the hardware consumers. HARDWARE AND METAL can put your story before, practically, the entire Canadian hardware trade. One of our representatives would be glad to give further details.

(Only hardware paper in Canada with membership in the Audit Bureau of Circulations).

## HARDWARE & METAL

*Canada's National Hardware Weekly since 1888*

**143-153 University Avenue - - Toronto, Canada**

*Published every Saturday since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations*

**Montreal Branch Southam Building** **Winnipeg Branch, Union Trust Building**

If interested, tear out this page and place with letters to be answered.

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2¼ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## SITUATIONS WANTED

WANTED—FIRST-CLASS HARDWARE clerk, married, seven years' experience. Could take charge. Advancement is what I am after. State salary. Write to J. Entwistle, Springside, Sask.

## WANTED

WANTED— HARDWARE BUSINESS IN Ontario, Niagara or Western. Box 148 Hardware and Metal.

WANTED—A COMPETENT MAN TO TAKE charge of sheet metal working and tin shop in Western Ontario city. Reply stating age, experience and salary expected, also giving references. Box 79.

WANTED—A HARDWARE CLERK WITH four or five years experience by July 15th. Must be a hustler and good stockkeeper and not afraid of work. Apply giving references, age, salary expected, to Manville Hardware Co. Ltd., Prince Albert, Sask.

EXPERIENCED SALESMAN TO SELL Paints and Putty on commission. Box 253 Hardware and Metal.

MANUFACTURER OF PAINTS AND Putty wants experienced salesman on commission basis. Box 252 Hardware and Metal.

HARDWAREMAN, Experienced in Builders, Factory, Mill and Machine Shop Supplies, also Ship Chandling as Salesman, Stockeeper or buyer Box 119 Hardware & Metal.

## FOR SALE

FOR SALE.—HARDWARE BUSINESS IN Western Ontario City, stock seven thousand, can be reduced to suit purchaser. Box 135.

## MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

*Advertisements on this page*
*2 cents a word*
*payable in advance*

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

**If interested, tear out this page and place with letters to be answered.**

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

## "Monarch" & "Safe-Lock" Fencing

**We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.**

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

## BATH ROOM FITTINGS

K NIAGARA

**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

## Sash Weights Wall Washers

**All Kinds of**
**Plain Duplicate Gray Iron Castings**
**CANADIAN DIE CASTING CO., LIMITED**
**Drummond Building, Montreal**

## DOON TWINES, LIMITED

**KITCHENER, ONT.**

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

**Mills at Doon and Kitchener, Ont.**

## STERLING

**Hack Saw Blades and Machines**
***Manufactured by***
**Diamond Saw & Stamping Works**
**BUFFALO, N.Y.**

Advertising in Hardware & Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

## PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc. Paddles and Oars.

Peterborough Canoe Company Limited
286 Water Street Peterborough, Canada.

## POULTRY LEG BANDS, EAR TAGS AND BUTTONS

FOR STOCK

F.S.BURCH

| Retail Prices | | |
|---|---|---|
| | Single Spiral Colored Bands | $1.00 for 100 |
| | Ribbon Bands Colored | $1.65 for 100 |
| | Challenge Adjustable Bands | .90 for 100 |

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

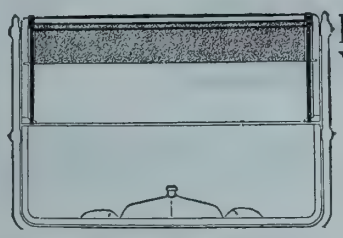
**RIDEAU SPECIALTY CO.**
MANUFACTURERS, SMITHS FALLS, ONT.

## Elgin Wrenches

**Stand for Convenience and Service.**

**Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.**

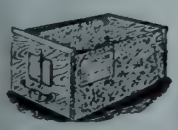
**STAR MANUFACTURING CO.**
**Carpentersville, Ill., U.S.A.**



## Kennedy Windshield VISION SHADE

Protects eyes from sun.
Adjusted from driver's seat
Costs less than a visor

**KENNEDY & KENNEDY**
**172 King E., Toronto, Can.**



## Cameron Metal Drawers

**LONGER WEAR, BETTER SERVICE**
*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*
**Cameron & Co.**
**74 Logan Ave. Toronto, Ont.**

When Writing to Advertisers Kindly Mention This Paper

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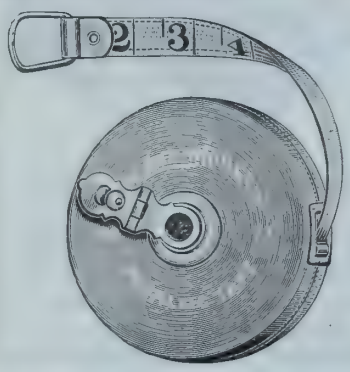
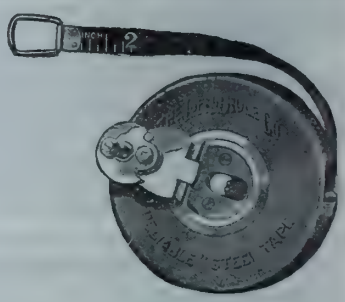


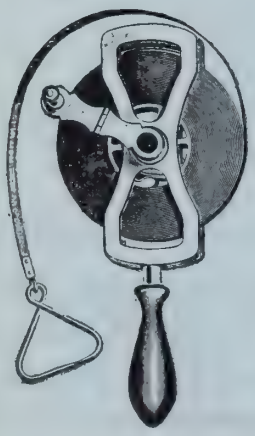
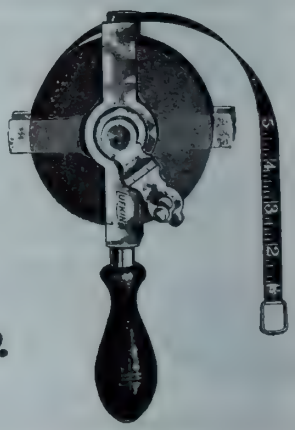


LUFKIN Tapes

Quality and Assortment Unequalled

Made in Canada
Stocked by Your Jobber

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

# *Weekly Paint Markets*

## MONTREAL

MONTREAL, July 7.—Linseed oil and turpentine are reported easier in the paint market this week, with lower prices now quoted on both products. Linseed oil shows a decline of 3 cents and turpentine 10 cents per gallon. Shellac continues firm with prices unchanged. White lead in oil, and putty, show little, if any change, from last week, the unsettled feeling still existing on the former. The window glass situation continues to improve locally, and prices are said to be now steadier than they have been since the beginning of the year.

Paint and varnish sales continue active with little or no slackening from the spring demand yet in evidence. Prices on all lines are fully maintained for the present.

### Linseed Oil Prices Easier

**Montreal.**

Local quotations on linseed oil have been decreased 3 cents per gallon, bringing the prices now down to 89 cents for raw, and 91½ cents for boiled, in one barrel lots. Fluctuations continue on the flax market, and nearly all week it was reported easier when the present lower prices were given on oil. However, over the week-end the prices of flaxseed advanced and the market generally stiffened when oil prices were increased 2 cents per gallon. by some firms. With the flax market continuing to fluctuate, the possible future trend of linseed oil is very hard to determine, and changes are likely to be made of a few cents in either direction from week to week. Following are the present local prices:

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0 890 | 91½ |
| 3 to 4 barrels | 0 870 | 89½ |

Broken lots, add 10c gal.

### No Change in White Lead

**Montreal.**

With stocks low in the corroder's hands, little change has taken place in the white lead in oil situation. Dry white lead prices are being well maintained, but the oil product is still unsettled with resale prices varying. The demand for this commodity is still active considering the season and very little slackening is noted in the sales of June. With lead in the primary market and linseed oil holding at present prices, any changes in quotations of white lead to lower levels are said to be hardly warranted, but considering the time of the year and other market conditions the future trend is hard to determine at present.

### Turpentine Prices Lowered

**Montreal.**

The easier tendency still prevails on turpentine and a quotation of 95 cents per gal. is now given; this being a reduction of 10 cents from the previous week's prices. The demand for turpentine has now fallen off considerably with the approach of the warm weather. Fresh shipments have recently arrived from the South, but purchasers claim that Southern stocks are not as ample as might be expected, the reason for this being the holding of stocks awaiting higher prices, and any increased demand would, in all probability, rally the market, as present selling prices are considered much below productive cost. Following are the local prices.

**TURPENTINE**

| | Per Imp. Gal. |
|---|---|
| 1 barrel lots | $ 0 95 |
| 2 to 4 barrel lots | 0 93 |
| Broken lots | 1 05 |

### Putty Quotations Are Held

**Montreal.**

No change is made in putty quotations, and sales are limited at this season. Little change in the demand can be expected now until the fall actitivies commence, and whether dealers this year will place their orders beforehand, thus causing the usual activity to commence in the late summer months, is hard to say. The maintenance of present prices on linseed oil is holding putty fairly firm, and any easing in the oil prices would assist the downward trend of prices for fall delivery. Following are the current quotations:

**STANDARD PUTTY**

| | 5 ton | 1 ton | ton |
|---|---|---|---|
| Bulk barrels, 800 lbs. | $ 5 00 | $ 5 25 | $ 5 60 |
| Bulk drums, 100 lbs. | 6 00 | 6 25 | 6 60 |
| Do., or tins, loose, 25 lbs. | 6 25 | 6 50 | 6 85 |
| Drums or tins, cased, 25 lbs. | 7 00 | 7 25 | 7 60 |
| 1 lb. tins | 9 75 | 10 00 | 10 35 |

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

### Shellacs Continue Firm

**Montreal.**

The market tendency of shellacs continues firm, gum shellac maintaining firmness at higher levels. Although no change is made in prices, this week finds dealers whose prices were a little lower than those given, increasing their quotations, thus making a uniformity from all sources. Following are the present prices.

**SHELLAC**

Orange shellac, in barrels, $4.00; in one gal. jugs, $4.30; white, in barrels, or 5 gal. jugs, $4.40; in one gal. jugs, $4.80.

### Window Glass Much Improved

**Montreal.**

The local window glass situation continues to improve with regard to a uniformity in prices. Little price-cutting is now in evidence and quotations settle around 50 per cent. off Montreal list. Market conditions are now taking on a much healthier state with the quiet period now on hand, and the fall trade will, in all probability, open with a much more settled market than was existant in the spring. Belgian manufacturers still report a quiet period, with production at present at a low level, but with stocks ample for present day requirements. Factories that are now closed will reopen in time to furnish the active demand which usually commences in the late summer and early fall months.

### Insecticide Repeats Now Coming to Hand

**Montreal.**

The month of July has opened with an active demand showing for insecticides, particularly Paris Green. The abundance of the potato bug and other pests of plants and trees, has caused dealers to send in repeat orders to replenish their stocks. Prices on all insecticides remain unchanged since the opening prices in the early months of the year.

## TORONTO

TORONTO, July 7.—Reductions in the prices on both linseed oil and turpentine again focus attention in the paint markets this week. Following the recent easier tone recorded in the flax seed markets, a 2 cent reduction is shown on linseed oil quotations. Whether this fluctuation is merely of a temporary nature, or not, is chiefly dependent upon the current demand for oil, coupled with the price on seed. With regard to flax seed, it has been noted that prices are up and down, and with this condition prevailing, the future trend likely on linseed oil quotations is difficult to ascertain. There has recently been a marked falling off in the demand for turpentine, and combined with the slackening in activity, the easier market tone resulted in a further price decrease.

The scarcity of plate glass is a worthy feature, due to the fact that when fresh supplies are available, it is stated that higher prices are a possibility. The increased cost in replacement of plate glass has led to the present situation, and the opinion has been expressed that Belgian shipments will not arrive for several weeks.

Shellac prices are registering a gradual

tendency to even up to the higher ranges recently quoted; while on the other hand a slightly easier tone is prevalent on white lead in oil. Putty quotations remain unchanged with the demand quiet at this season of the year. Some reductions have been made effective on certain higher grades of varnish and white enamels, but the movement is not yet general.

## Reductions Noted In Linseed Oil Quotations

**Toronto.**

After remaining at the price of 97 cents per gallon, and maintaining a very firm tone for several weeks, quotations on linseed oil have now registered a decline. The amount of the reduction is 2 cents per gallon, and follows on the recent fluctuations evident on the flax seed markets. Reports received indicate that flax registered a similar drop of 2 cents at the close of last week, but this range has since been regained and a firm tone is again noted. Whether this recovery will be reflected in future prices on linseed oil, is hard to determine, owing to the unsettled state of the flax markets generally. It is recorded from southern flax seed sources that current indications point to the Argentine crop being somewhat below normal this season, and consequently very little surplus is evident. The export demand evidently controls the future situation, as no official estimate has yet been received as to the extent of Canadian flax acreage this year, and similar figures covering the European crops are not yet available. Crushers state that the cake-meal by-products are considerably easier than formerly, a condition which tends to firm up the prevailing oil quotations. Revised prices on linseed oil are as follows:

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrel lots, per gal. | $ 0 95 | 0 98 |
| 3 to 5 barrel lots, per gal. | 0 94 | 0 97 |
| 6 to 9 barrel lots, per gal. | 0 92 | 0 95 |

Less barrels, add 15 cents per gallon.

## Turpentine Prices Again Register Decrease

**Toronto.**

The downward tendency in the turpentine markets noted during recent weeks, has resulted in a further decline in price of 4 cents per gallon. After the price receded two weeks ago, the lower levels appeared to stimulate buyers somewhat, as the demand picked up a little and this served to steady the market tone. Activity in turpentine however, has now recorded a marked falling off, and this situation, coupled with the fact that offerings are generally freer than formerly, led to a further decline. This brings the local quotation to 98 cents per gallon in single barrel lots, but whether any future price revisions are likely, cannot be ascertained, owing to the unsettled state of foreign markets. It has been pointed out that production in the southern markets has been large this year, while at the same time, the consumption of turpentine has been smaller than usual. The crop of French turpentine is also reported to be heavy, and this would probably lead to France having a considerable volume to export. At the same time, Spain is said to be offering stock, and therefore consumption of turpentine abroad is not generally expected to come up to the pre-war level. The increases recorded in the price of turpentine during May and early in June, have been characterized as merely a flurry, with the market showing a decided reaction as soon as immediate requirements had been filled. The revised local quotations are as follow:

**TURPENTINE**

| | |
|---|---|
| 1 barrel lots, per Imp. gal. | $ 0 98 |
| 2 to 4 barrel lots, per Imp. gal. | 0 97 |
| 5 gallon lots, per Imp. gal. | 1 13 |

## Brush Markets Now Quiet

**Toronto.**

While good business in brushes of all kinds has been reported during the spring, the quiet period is now evident on these products. This is the usual condition of these markets during July and August, and manufacturers and distributors of brushes are taking this opportunity of stock-taking and other similar activities. China is still stated to be the chief source of the current bristle supply, and the black bristle brushes, especially the smaller grades of varnish brushes, have proven very popular this season. Should the white bristles from Russia again make their appearance on the markets, as before the war, such a situation is said to contain possibilities of marked changes, providing the range of prices stimulated competition. The brisk movement in painting throughout the present year has contributed towards reducing dealers' stocks of brushes to a minimum, and little revision in these conditions is looked for during the next few weeks.

## Scarcity Reported In Plate Glass Supplies

**Toronto.**

The scarcity of plate glass has been accentuated rather than diminished during the past week. There is practically no store front glass to be obtained in this city, according to reports received from local distributors of glass, and it is stated that very little plate is in evidence on other Canadian glass markets. The conditions leading up to the present shortage of plate glass principally revolve around the cost of replacement, and it is stated by manufacturers and distributors of glass that recent disposals of plate glass have been made at considerably below replacement values. The question of price does not enter so prominently into prevailing orders, as the marked difficulty in supplying what demand develops. Importers have been reluctant to replenish their stocks at the higher rate on Belgian products, but the opinion has been expressed that upon the arrival of fresh supplies, the price of plate glass is expected to be higher than at present. No relief from the scarcity is predicted during the next few weeks. The average quotation remains between 50 and 60 per cent., but this figure is merely nominal. No change has been recorded in the window glass situation, and the movement continues quiet at this season of the year.

London Markets continued from page 48.

## Good Sales Recorded on Scythes and Snaths

**London, Ont.**

Good sales are now reported on scythes and snaths, and the following range of prices generally prevail:

**SCYTHES**

| | |
|---|---|
| Cast steel, per doz. | $ 20 00 |
| Clipper, per doz. | 21 00 |
| Cutlery steel, per doz. | 22 00 |
| Brush, per doz. | 20 50 |

**SNATHS**

| | |
|---|---|
| No. 3, per doz. | 17 00 |
| No. 2, per doz. | 17 50 |
| No. 1, per doz. | 18 00 |

## Seasonable Movement In Rubber Lawn Hose

**London, Ont.**

Rubber lawn hose is one of the summer lines registering a good seasonable movement. Quotations are unchanged, with the following prices in effect:

**RUBBER LAWN HOSE**

| | ½" | ⅝" | ¾" |
|---|---|---|---|
| 3 ply (per ft.) | 11½c | 14c | 15½c |
| 4 ply | 13c | 16c | 17c |
| 5 ply | 15c | 17c | 19c |
| Corrugated | 19c | 21½c | 25c |

# Helpful Pointers in Selling

THE better one knows his goods, the more easily he will make sales. Not less important than this is the enthusiasm he can inject into his sales argument. Linoleum has found a place in many hardware store commodities, and a few facts regarding this line can be of service to both merchants and salesmen.

Made of brown cork and many other materials known for their wearing qualities, linseed oil perhaps plays the most important part. This being oxidized by a special process over a period of several weeks.

### Advantages To Be Conveyed To The Consumer

The buyer of linoleums will be interested to know that linoleum is built over a base of strong burlap. This is very important in the make-up of a linoleum rug, or if sold by the yard, and can be shown to the customer, explaining that before purchasing to make sure that a good firm burlap basis underlies.

Among the other advantages that might be shown to the customer of linoleum is the fact that all that is necessary to keep it fresh and bright is to pass a mop or damp cloth over it a few times a week, therefore there is less labor involved. Another real advantage is that of the wide choice one is accorded in selecting, there are scores and scores of designs, each skilfully evolved by artists who do nothing else. Thus any color plans can be matched, whether it is desired to cover the floors of dining or lviing room, bedroom, kitchen or hall.

### Instructions On The Laying.

It is very important that every piece of linoleum or rug be laid carefully. Protecting knots, wide cracks, nail heads, etc. should be removed. It is well, in fact, even over a smooth floor, to lay carpet felt first. It will mean longer life to the linoleum and a more comfortable tread. While some of the larger stores make a specialty of laying the linoleum for a nominal charge, to those who rely on the customers to lay their own, instructions along the lines as above, can be conveyed to advantage.

# Made by the makers of JAP-A-LAC

This statement is assurance of paint quality in the fullest possible measure.

It is assurance of a continuous demand and a frequent turn-over.

It is a guarantee of satisfactory profit.

It is assurance of prompt delivery and satisfactory service.

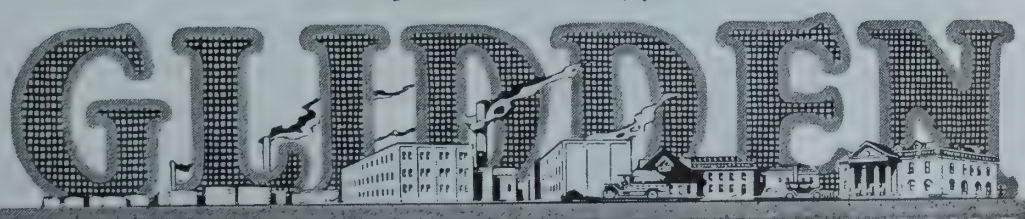
It means that the Jap-a-lac success will be repeated in another Glidden product with greater reputation and more profit for Glidden dealers.

The addition of Glidden Endurance Paint to the Glidden line represents a very real opportunity for paint and varnish dealers.

We will gladly state our proposition by letter or have our representative call when next in your vicinity.

**THE GLIDDEN COMPANY, LIMITED, TORONTO, ONTARIO**

*Branch Office and Warehouse at Montreal, Quebec*




EVERYWHERE ON EVERYTHING

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# Interest Centres in Honest Paint Laws

Such Legislation Now in Effect in Certain States of U.S. May be Extended to Whole Country by Federal Enactment—Manufacturers Object to Disclosing Private Formulas—No Standards Set for Contents, but Labels Must Tell Truthfully What Contents Are.

IN view of good prospects for the adoption of "honest paint" legislation at the present session of the U. S. Congress, it is interesting to study the bill which has been prepared covering this measure. Twelve years ago similar legislation was passed by the State Legislature of North Dakota, but at that time much opposition was made by the House and Senate to a Federal application of this law and it failed. Since that time there is said to have been more or less agitation of the subject, especially by master painters, paint dealers and large consumers. The U.S. Supreme Court has declared the law as it exists in North Dakota to be constitutional in all its provisions. Former Dr. Ladd who put the North Dakota law on the books, is now Senator Ladd and he is expected to join forces with another Senator who has long advocated honest paint legislation, to the end of having such legislation adopted for the whole country. The agrarian section of the Government is said to favor such legislation. Speaking on the subject Senator Ladd says:—

**Protecting Consumer**

"The public is entitled to know what is in the paint that it buys," says Senator Ladd, in an informal statement concerning the Kenyon bill. "Alleged 'white lead' is being sold that contains little or no lead at all, and oils are being sold as linseed which are nothing but cheap adulterations or imitations. Many of them contain petroleum products. Similar conditions exist as to turpentine. The public has a right to know when it buys pure naval stores.

"We have had no difficulty in North Dakota under the first pure paint law enacted in this country which has been in force twelve years. It has never worked injustice.

"I see no merit in the objection that private formulas of manufacturers may be disclosed. Formulas are made public as to many things now.

"The manufacturers of paint will say that the North Dakota law did much to correct evils that had existed for some time. Investigations under it led to improvement of conditions in the paint industry.

**May Sell Mud if Honestly Labeled.**

"There is no prohibition against the sale of anything called paint. Manufacturers may mix mud and water and sell it for paint, but they must label it for what it contains.

"I would not confine the principle of labelling or branding goods for what they contain to paints and oils by any means. It should be applied to everything: clothing, textiles and other articles. There ought to be a general law covering merchandise."

**Believes in Truthful Marking.**

"The States are enacting laws of their own providing for the truthful marking of goods," says Senator Ladd. "The North Dakota Legislature at its last session enacted a law for the labelling of varnish which had not been included in the terms of the original North Dakota Pure Paint Act."

It is expected that the Kenyon paint bill will soon be taken up, it having been referred to the Senate committee on Manufactures. A brief review of its provisions may therefore be interesting. The first section makes it "unlawful for any person to manufacture within any Territory or District of the United States, any linseed oil, turpentine, or paint which is adulterated or mislabeled or unlabeled, within the meaning of this Act; and any person who shall violate any of the provisions of this section shall be guilty of a misdemeanor, and for each offense shall, upon conviction thereof, be fined not to exceed $500 or shall be sentenced to one year's imprisonment, or both such fine and imprisonment, in the discretion of the court, and for each subsequent offense and conviction thereof shall be fined not less than $1,000 or sentenced to one year's imprisonment, or both such fine and imprisonment, in the discretion of the court."

A specific prohibition against the importation or interstate transportation of "any linseed oil, turpentine or paint which

Continued on page 54

# The Brush Department

Change of Store Showed Prominent Display of Brushes Where Formerly Stock was Kept in Drawers —Results Well Justified Change.

ONE of the important changes which was made by F. W. Karn, hardware merchant of Woodstock, Ont., when he moved his store into new and larger quarters recently, was to provide better facilities for the display of various lines, prominent among which was brushes. Discussing this matter with a representative of Hardware and Metal recently, Mr. Karn stated that he had noticed a considerable increase in business since taking up his new store which is a good example of modern store furnishing. He found that he was able to put many lines on display which formerly had rested in drawers, and these displays have sold more goods.

Better results have been secured in connection with brush sales due to their being arranged in sections on the counter, according to size and price. These sections are located directly in front of the paint department, and all kinds of brushes are shown here. Mr. Karn finds that those enquiring for paint frequently want pain brushes and the many other types of brushes required for household work. Especially at this season of the year when much housecleaning is still under way, and the cleaning up of summer cottages is proceeding, he finds that customers are very responsive to the suggestion made by a brush display or by the suggestion made over the counter by the salesman.

When the brush stock is left in drawers intended for surplus stock, it becomes disarranged and soon looks shopworn. The power of suggestion is also lost when the brushes are out of sight and the store salesman is more inclined to overlook them entirely when they are not on display. Mr. Karn, along with many other hardware merchants who have cleaned up their brush stock, arranged it neatly according to sizes and qualities, and kept it well arranged and in a prominent location, finds his endeavors have been well rewarded.

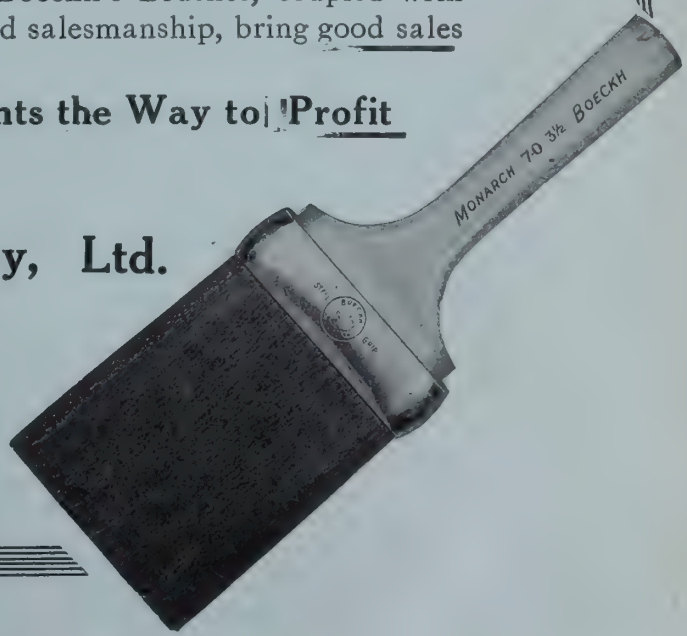
# BOECKH'S BRUSHES ARE RUBBER SET

And further strengthened by the powerful grip of well-made ferrules. The bristles cannot come out of Boeckh's Brushes. The bristles are the finest of selected boar bristles, carefully sorted and skilfully set, to make a perfect brush. Boeckh's Brushes are reliable, dependable,

## And Fully Guaranteed

There is no risk for the merchant in handling Boeckh's Brushes. He is supported by the co-operation of the whole Boeckh organization. Good, striking displays of Boeckh's Brushes, coupled with the hardware merchant's ability and salesmanship, bring good sales and profitable repeat business.

**Boeckh's Catalogue Points the Way to Profit**




## The Boeckh Company, Ltd.

**Toronto, Canada.**

**Established 1856.**

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is adulterated, mislabeled or unlabeled" within the meaning of the Act, is contained in Section 2 and it also provides fine and imprisonment for violation of this Section, subject, however, to the following provisos:

### Exemptions

"*Provided*, That any linseed oil, turpentine, or paint shall not be deemed adulterated or required to be labeled within the provisions of this Act when intended for exportation to foreign countries when marked or labeled in a manner not in conflict with the laws of the foreign country to which the same is intended to be shipped; but if any of said articles shall in fact be sold or offered for sale for domestic use or consumption, then this proviso shall not operate as an exemption from any of the other provisions of this Act.

"*Provided further*, That nothing in this Act shall prohibit a manufacturer of linseed oil, turpentine, or paint to sell upon a written contract to a consumer, for use only on products of his own manufacture, goods mislabeled or unlabeled as to their ingredients, but bearing conspicuously the printed statement that they are made in accordance with a private formula:

"*Provided*, That no linseed oil, turpentine or paint made in accordance with the private formula, under written contract, shall be sold by the consignee or used upon any buildings."

### Restrictions Upon Private Formulas

The third proviso would prohibit the consignee of a shipment of paint made in accordance with a private formula from using it upon his own buildings. It could be employed in painting agricultural implements, toys, or other wares, but it could not be employed for the protection of a factory, house, or barn.

The rules and regulations for carrying out the proposed law, including the collection and examination of samples of linseed oil and turpentine manufactured or offered for sale in the United States, are authorized to be made by a joint board composed of the Secretary of the Treasury, the Secretary of Agriculture, and the Secretary of Commerce. Manufacturers of goods found to be adulterated or misbranded are to be notified by the Secretary of Agriculture and if, upon hearing, it appears that any of the provisions of the law have been violated, the facts are to be certified to the proper district attorney for prosecution.

### Definitions and Standards

The definitions employed in the Kenyon bill are of unusual interest for the reason that provision is made for the revision of certain standards in the event that the development of the science of chemistry may make new standards desirable. These features of the bill are as follows:

"Sec. 6. That the term 'linseed oil' as used in this Act shall include the products known as 'linseed oil,' 'raw linseed,' 'raw linseed oil,' 'boiled linseed,' 'boiled linseed oil,' or 'boiled oil.'

"Sec. 7. That for the purposes of this Act the Department of Agriculture shall establish standards for determining the purity of 'linseed oil' as above defined, which it may change as the developments of the science of chemistry may require. It shall give general publicity to such standards and mail a copy of the publications containing them to every known producer or manufacturer of 'linseed oil.' If in any case such oil fails to comply with the standard so established and in force, it shall be deemed adulterated within the meaning of this Act.

### Use of Mineral Oils is Barred.

"Sec. 8. That the product turpentine, oil of turpentine, turps, is defined to be the volatile portion obtained by distillation of the oleo-resins from various species of coniferous trees: *Provided*, That the sale of so-called 'stump turpentine' is not prohibited if it is so labeled. The addition of mineral oils or any other substance to turpentine shall be in violation of this Act.

"Sec. 9. That the term 'paint' as used in this Act shall include oxide of zinc, red lead and white lead, dry or in any kind of oil, or any compound intended for the same use, colors ground in oil, paste or semi-paste paint, and liquid or mixed paint ready for use, except artists' tube colors. For the purpose of this Act, white lead shall mean both the basic carbonate and basic sulphate, and when the term 'white lead' is used on a label to describe either product, such term shall be used as the case may be."

### The Formula Disclosure Provision

One of the most drastic features of the Kenyon measure is what is known as the "formula disclosure" provision, against which manufacturers have almost solidly arrayed themselves, declaring that the Congress should go no further than to say that every statement made upon the labe must be true. This section of the bill provides that the label "shall clearly and distinctly state the name and residence of the manufacturer of the paint, or of the distributor thereof, or of the party for whom same is manufactured, and show the name, and, with substantial accuracy, the percentage of each ingredient, both solid and liquid, contained therein as the same would be disclosed by an ordinary chemical analysis thereof, it being the intention of this Act to furnish the consumer with such information only concerning the composition of said paint as he could obtain by submitting the same to a chemical analysis."

Labels are required to be printed in plain, legible type and, so far as possible, common English words shall be used instead of technical terms.

### Weight Or Measure Must Be Shown.

Section 11 of the bill requires that the label on all liquid or mixed paints shall show the net measure of the contents of the container and "on all paste paints or semipaste paints sold by weight the net weight of the contents of the package, or, if sold by measure, the net measure of such contents."

An article is deemed to be mislabeled within the meaning of the proposed law under the following circumstances:

"First. If it be an imitation of or offered for sale under the name of another article.

"Second. If the contents of the package as originally put up shall have been removed, in whole or in part, and other contents shall have been placed in such package, or if the package fails to bear a statement on the label of the quantity or proportion of such ingredient contained therein.

"Third. If the package containing it or its label shall bear any statement, design or device regarding the ingredients or the substances contained therein which statement, design or device shall be false or misleading in any particular."

### Safeguarding Jobbers and Retailers.

Jobbers and retailers are protected against prosecution for the sale of adulterated or misbranded goods by section 13 of the Kenyon bill, which contains the following provision:

"Sec. 13. That no person shall be prosecuted under the provisions of this Act, when he can establish a guaranty signed by the wholesaler, jobber, manufacturer or other party residing in the United States from whom he purchases such articles to the effect that the same is not adulterated or improperly labeled within the meaning of this Act, designating it. Said guaranty, to afford protection, shall contain the name and address of the party or parties making the sale of such articles to such person, and in such case said party or parties shall be amenable to the prosecutions, fines, and other penalties which would attach in due course to such person under provisions of this Act."

The Kenyon bill also contains certain administrative provisions of much importance. Adulterated or misbranded goods may be seized and condemned wherever found by proceedings instituted in the Federal court of such district. The Secretary of the Treasury is directed to deliver to the Secretary of Agriculture from time to time samples of linseed oil, turpentine, and paint which are being imported into the United States, the framers of the bill believing that foreign manufacturers should be put on the same footing as domestic producers and the consumer protected against spurious goods of foreign origin.

# Roof and Barn Paint

Is composed largely of Oxides ground finely, and thoroughly incorporated with our processed oil.

It is a very elastic and durable paint, works easy, covers well, retains its color, will not peel or blister, and is waterproof.

"Save the surface and you save all" *Paint & Varnish*

# Shingle Stain

Moore's Shingle Stain will protect Shingles from decay, and prolong their life by years. This efficient stain can be used either by dipping, spraying, or hand method.

# Two Lines that Save and Serve

Roof and Barn Paint, and Shingle Stain, are two high quality paints that will save the surface for consumers, and increase the dealers' sales.

Every can of Moore's Paint is backed by a rock-bottom guarantee of satisfaction, or money refunded.

Moore's Products include: "Impervo" Porch and Deck, "Tile-like", Mooramel, Auto Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel, Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

*A Postcard Will Bring Full Particulars*

## Benjamin Moore & Co.

LIMITED

**Paints, Varnishes and Muresco**

**Toronto Winnipeg**

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The Trade Mark behind the "Hardware House of Quality"

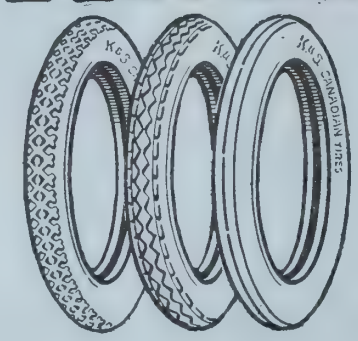
DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

# K&S. TIRES

## Guaranteed Tires

*That Bring Repeat Sales*




The "Commercial" tread, for trucks and business purposes, is a sturdy non-skid of remarkable wearing qualities.

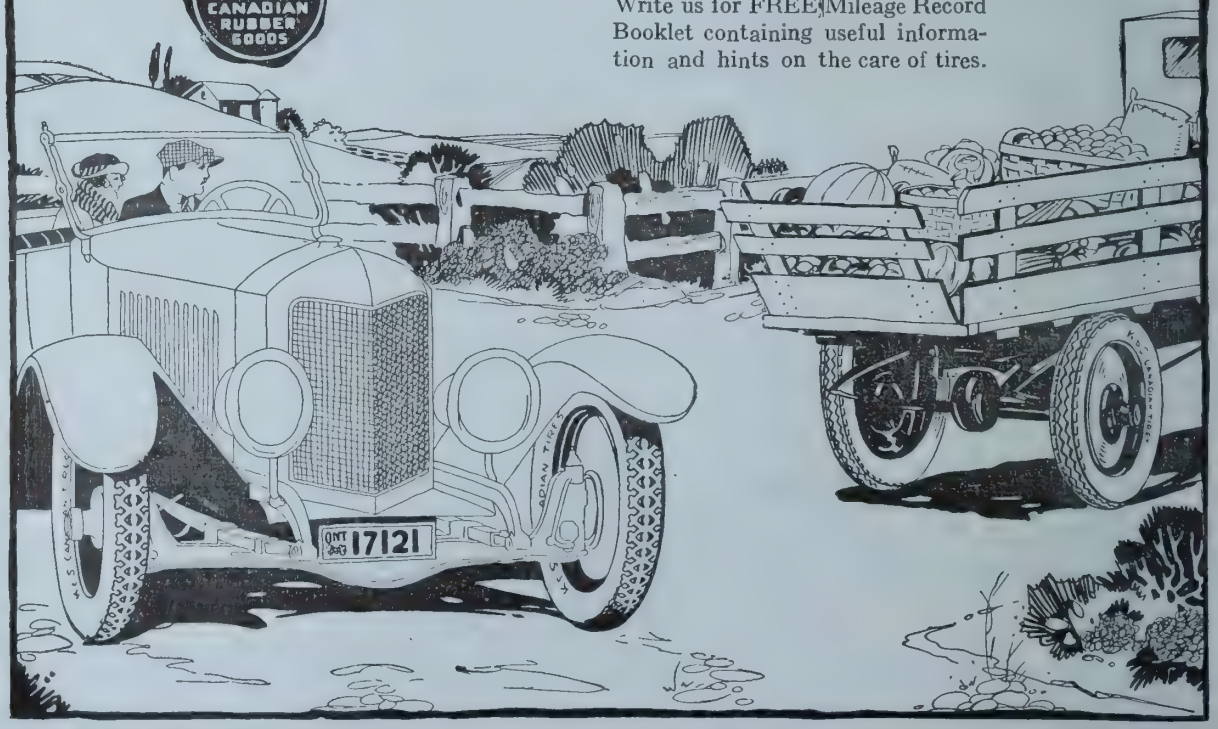
The "K & S," tread, for passenger cars, as illustrated, carries the highest guarantee in Canada—7,000 miles on small cars; 6,000 miles on large cars.

Your customers pay only for the guaranteed mileage, but K & S. Tires always deliver more mileage than the guarantee calls for. That is why the motorist buys them.

K & S. Canadian Tires are guaranteed for reliability and performance.

K&S CANADIAN RUBBER GOODS

Write us for FREE Mileage Record Booklet containing useful information and hints on the care of tires.




## The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

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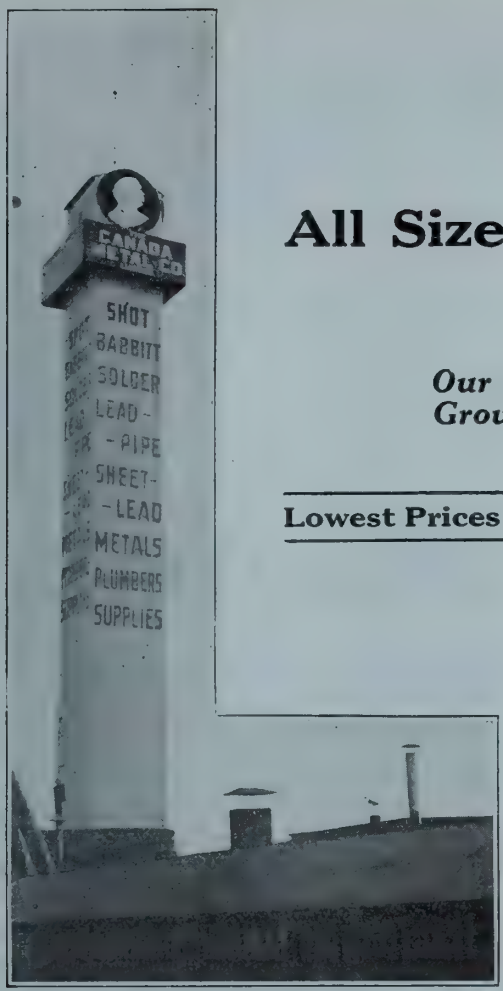



# SHOT

**All Sizes** **25 Lb. Bags**

**Kegs or any weight**

***Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.***

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

**Toronto Montreal Winnipeg Vancouver**

# Very Low Price on High-Grade BICYCLES

Here is an opportunity to offer genuine C. C. M. Bicycles at a VERY LOW price.

We have on hand a stock of C. C. M. Export Bicycles for which there is no foreign market just now.

Rather than wait until foreign trade brightens up, we are selling these at a SACRIFICE.

These are the same high-grade bicycles which have built up the C. C. M. Export business in Australia, New Zealand and other countries, in competition with the world.

They are of the same quality and appearance as the regular C. C. M. Canadian models, but have the C. C. M. English-type Crank Bracket Fittings.

20″, 22″ and 24″ frames. Men's and Ladies'.

This is your chance to offer the riders of your town a real bargain. Write us for price and further particulars.

**Canada Cycle & Motor Co.**
Limited
WESTON, Ont.
Montreal Toronto
Winnipeg Vancouver

## C·C·M· Bicycles

EXPORT MODELS

# Wa-Ko-Ver Stain
## Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

*Write Us For Reasons Why You Should Handle This.*

"Save the surface and you save all" *Paint & Varnish*

## G. F. Stephens & Co., Limited

*Paint and Varnish Makers*

**Winnipeg** **Calgary** **Edmonton**

If interested, tear out this page and place with letters to be answered.

# TINKER TOM'S TALKS.

Tinker Tom Talk No. 320, July 9th

A LITTLE SERIES ON PROMINENT USERS.

BEATTY BROS., LIMITED. FERGUS

If you are ever fortunate enough to realize the city man's dream and own a farm the first thing you'll buy will be barn equipment, Litter Carriers, etc. made by this old established and leading concern. They use good Sheets, which helps a lot in making good products. You'll find all the good ones using Premier Galvanized these days.

TINKER TOM.

If interested, tear out this page keep with letters to be answered.

# How To Save the Surface Is the Important Point

## Meakins Brushes

### Are The Important Factor

Everyone admits the truth of the Surface Saving theory, but how shall the surface be saved? Paint or Varnish, is the natural answer. But a faulty coat of paint is no security. One defective spot in the protecting film of paint opens the way to weather attacks.

For successful surface protection it is essential that the paint should perfectly protect the surface, and Meakins Brushes, because of their superiority, are the best assurance of a perfectly applied protective film of paint.

Warehouses:–Winnipeg, London, Toronto, Montreal, Vancouver, Pilkington Bros., Calgary, Alta.

**Meakins & Sons Limited**

**Hamilton, Ontario**

# GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Phone or Wire for Prices*

## Hobbs Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

$4.00. Order a few of these ready sellers.
MARBLE ARMS MANUFACTURING COMPANY
5350 Delta Ave. Gladstone, Mich.

# Window Glass

RED S

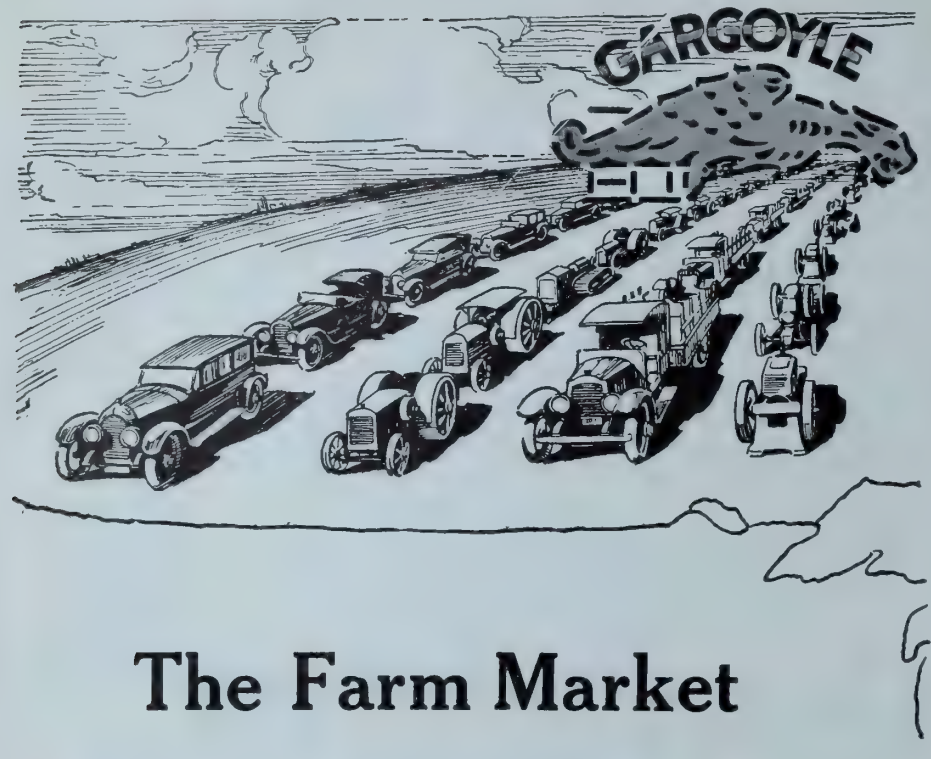
*Also Plate, Figured, Bent, and Ornamental Glass*

*Stained, Wired, Mirror*

***Order Early***

**The Toronto Plate Glass Importing Co., Limited**

**Don Roadway** **Toronto**




# The Farm Market

## A lubrication field you can profitably cultivate

FARMERS in Canada own more than 35,000 tractors; an even greater number of automobiles and trucks, and countless stationary engines and other machines. All these machines require scientific lubrication. Hardware dealers in the smaller towns have an excellent opportunity to obtain a large part of this farm lubrication business.

The tractor Chart of Recommendations enables you to specify the correct grade of oil for tractors with the same accuracy as the most highly trained engineer.

Once farmers experience the great economy and freedom from operating troubles which follow the use of Gargolye Mobiloils you are assured steady oil sales from these farm customers.

The average farmer buys enough oil at one time to last him for a considerable period. This makes farm trade all the more desirable. It brings you good profit without requiring repeated sales effort.

At this time, particuarly, sales are your prime consideration. Display Gargoyle Mobiloils cans in your window. It will pay also to have a prominent display inside of your store. The tractor, automobile and truck charts hanging on the wall will enable you to specify—in every case — the correct oil for a given machine.

It will pay you to cultivate the farm market.

GARGOYLE

# Mobiloils

*A grade for each type of motor*

## IMPERIAL OIL LIMITED

**Marketers of Gargoyle Mobiles in Canada**
BRANCHES IN ALL CITIES

## Chart of Recommendations

### How to Read the Chart:

THE correct grades of Gargoyle Mobiloils for engine lubrication of both passenger and commercial cars are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendations should be followed during the entire period when freezing temperatures may be experienced.

The recommendations for prominent makes of engines used in many cars are listed separately for convenience.

The Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

| NAMES OF AUTOMOBILES AND MOTOR TRUCKS | 1921 | | 1920 | | 1919 | | 1918 | | 1917 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Summer | Winter | Summer | Winter | Summer | Winter | Summer | Winter | Summer | Winter |
| Allen | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Apperson (8 cyl.) | A | A | A | A | A | A | A | A | A | A |
| " All Other Models | .. | .. | .. | .. | .. | .. | A | A | Arc | Arc. |
| Biddle | .. | .. | A | Arc | A | Arc | A | Arc | A | Arc. |
| Brewster | B | A | A | A | B | A | B | A | B | A |
| Briscoe | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Buick | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Cadillac | A | A | A | A | A | A | A | A | A | A |
| Chalmers | A | A | A | A | A | A | A | A | A | A |
| Chandler Six | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Chevrolet (8 cyl.) | .. | .. | .. | .. | A | A | A | A | A | A |
| " (Model 490) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| " All Other Mod. | A | Arc | A | Arc | A | Arc | A | Arc | .. | .... |
| Cleveland | A | Arc | A | Arc | .. | .. | .. | .. | .. | .... |
| Cunningham | A | A | A | A | A | A | A | A | A | A |
| Dart (1 ton) | .. | .. | A | Arc | Arc | Arc | A | Arc | .. | .... |
| " (1½ ton) | A | Arc | .. | .. | .. | .. | .. | .. | .. | .... |
| " All Other Models | A | A | A | A | A | A | A | A | A | Arc. |
| Davis | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Dodge Brothers | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Essex | A | Arc | A | Arc | A | Arc | .. | .. | .. | .... |
| Ford | E | E | E | E | E | E | E | E | E | E |
| Franklin | A | A | A | A | A | A | A | A | A | A |
| Grant (6 cyl.) | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| " (Com.) (Model 12) | .. | .. | A | Arc | .. | .. | .. | .. | .. | .... |
| " " All Other Mod | Arc | Arc | Arc | Arc | Arc | Arc | .. | .. | .. | .... |
| Harroun | .. | .. | A | Arc | A | Arc | A | Arc | A | Arc. |
| Haynes (6 cyl.) | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| " (12 cyl.) | A | A | A | A | A | A | A | A | A | A |
| Hollier (6 cyl.) | .. | .. | Arc | Arc | Arc | Arc | A | Arc | A | Arc. |
| " (8 cyl.) | .. | .. | .. | .. | A | A | A | A | A | A |
| Holmes | A | A | B | A | .. | .. | .. | .. | .. | .... |
| Hudson Super Six | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Hupmobile | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Indiana (1 ton) | .. | .. | .. | .. | A | Arc | A | Arc | A | Arc. |
| " (1½ ton) | A | Arc | .. | Arc | .. | .. | .. | .. | .. | .... |
| " (2 ton) | A | A | A | A | A | A | A | A | A | A |
| " (5 ton) | A | A | A | A | A | Arc | A | Arc | A | A |
| " All Other Mod. | A | A | A | A | A | A | A | Arc | A | Arc. |
| Jones | .. | .. | Arc | Arc | Arc | Arc | Arc | Arc | A | Arc. |
| Kissel Kar (12 cyl.) | .. | .. | .. | .. | .. | .. | A | A | A | A |
| " " All Other Mod | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| La Fayette (Indianapolis) | A | A | A | A | .. | .. | .. | .. | .. | .... |
| Lexington (Cont. Eng.) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Liberty | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Lincoln | A | A | .. | .. | .. | .. | .. | .. | .. | .... |
| Locomobile | A | E | A | E | A | E | A | E | E | E |
| McFarlan | A | A | A | Arc | A | Arc | A | Arc | A | Arc. |
| Madison (6 cyl.) | .. | .. | .. | .. | A | Arc | A | Arc | A | Arc. |
| " (8 cyl.) | .. | .. | .. | .. | .. | .. | .. | .. | A | A |
| Marbohm | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Marmon | A | A | A | A | A | A | A | A | A | A |
| Maxwell | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Mercer | A | A | A | A | A | A | A | A | A | A |
| M. H. M. | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Mitchell | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Nash | Arc | Arc | A | Arc | A | Arc | A | Arc | .. | .... |
| " (Model 671) | .. | .. | .. | .. | .. | .. | A | A | .. | .... |
| " (Com.) (Quad) | A | A | A | A | A | A | A | A | .. | .... |
| " (1 ton and 2 ton) | A | Arc | A | Arc | A | Arc | A | Arc | .. | .... |
| National (6 cyl.) | A | A | A | A | Arc | Arc | Arc | Arc | Arc | Arc. |
| " (12 cyl.) | .. | .. | .. | .. | A | A | A | A | A | A |
| Nelson | A | A | A | A | A | A | A | A | A | A |
| Noble | A | A | A | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Noma | Arc | Arc | Arc | Arc | .. | .. | .. | .. | .. | .... |
| Old Hickory | Arc | Arc | Arc | Arc | Arc | Arc | A | Arc | A | Arc. |
| Overland | A | Arc | A | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Packard | A | A | A | A | A | A | A | A | A | A |
| Paterson | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Peerless (8 cyl.) | A | A | A | A | A | A | A | A | A | A |
| " All Other Mod | .. | .. | .. | .. | .. | .. | Arc | Arc | Arc | Arc. |
| Pilsanna | A | A | A | A | A | A | A | A | A | A |
| Pierce-Arrow | A | A | A | A | A | A | A | A | A | A |
| " " (Com.) (5 ton) | A | A | A | A | A | Arc | Arc | Arc | Arc | Arc |
| " " All Other Mod | A | A | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Porter | A | Arc | A | Arc | A | A | .. | .. | .. | .... |
| Premier | A | A | A | A | A | A | A | A | A | A |
| Reimer (1½ ton) | Arc | Arc | Arc | Arc | Arc | .. | .. | .. | .. | .... |
| " (3½ ton) | A | A | .. | .. | .. | .. | .. | .. | .. | .... |
| " All Other Mod | Arc | Arc | Arc | Arc | A | Arc | A | Arc | A | Arc. |
| Reo | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| ReVere | A | A | A | A | A | A | A | Arc | .. | .... |
| R & V Knight | B | A | B | A | .. | .. | .. | .. | .. | .... |
| Saxon | A | Arc | A | Arc | E | E | E | E | E | E |
| Seneca | A | Arc | A | Arc | A | Arc | Arc | Arc | .. | .... |
| Singer | .. | .. | A | A | A | A | .. | .. | A | A |
| Stearns-Knight | B | A | B | A | A | A | B | A | A | A |
| Stephens | A | A | A | A | A | A | A | A | Arc | Arc. |
| Studebaker | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Stutz | A | A | A | A | A | A | A | A | A | A |
| Templar | A | A | A | A | A | A | A | A | .. | .... |
| White (16 valve) | .. | .. | .. | .. | A | A | A | A | A | A |
| " (3 and 5 ton) | A | A | A | A | A | A | .. | .. | .. | .... |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Willys-Knight | B | A | B | A | B | A | B | A | A | A |
| Willys Six | .. | .. | .. | .. | Arc | Arc | Arc | Arc | Arc | Arc. |
| Winton | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |

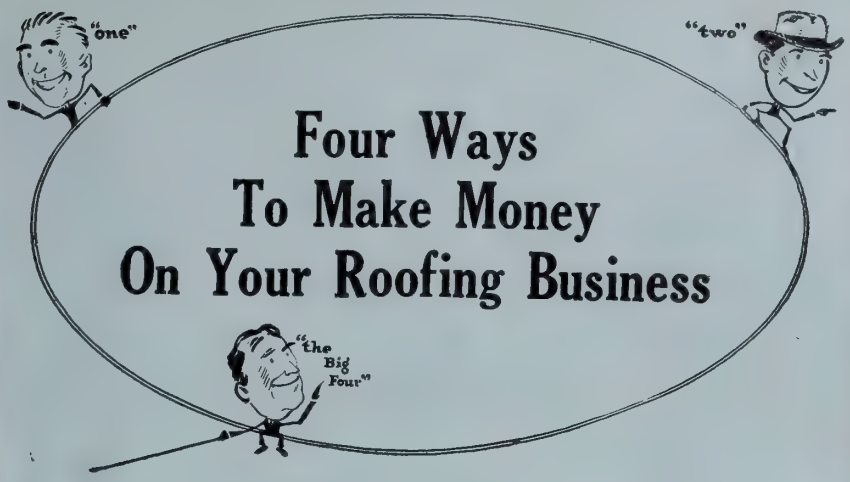
### Prominent Makes of Engines

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Beaver (Mod J JA JB JC | A | A | A | A | A | A | A | A | .. | .... |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Buda (Mod. AHU-BHU-CTU-DTU-FTU-HTU-HUHTU-IUHU-XU-XTU-YU-YTU) | A | A | A | A | A | A | A | A | A | A |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Continental (Model B2) | A | A | A | A | A | A | .. | .. | .. | .. |
| " (Model T) | .. | .. | .. | .. | Arc | Arc | A | Arc | A | Arc. |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Falls | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| G B & S (Model AA) | A | A | A | A | A | A | .. | .. | .. | .... |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Herschell-Spillman (Models JU-S-V & VA) | .. | .. | .. | .. | A | A | A | A | A | A |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Hinkley | A | A | A | A | A | A | .. | .. | .. | .. |
| Northway (Mod. 108) | .. | .. | .. | .. | .. | .. | .. | .. | Arc | Arc |
| " All Other Models | A | A | A | A | A | A | A | A | A | A |
| Waukesha (Models CU-DU-EU & FU) | A | A | A | A | A | A | .. | .. | .. | .... |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Weidely | A | A | A | A | A | A | A | A | A | A |
| Wisconsin (Mod. Q & QU) | .. | .. | .. | .. | A | Arc | A | Arc | A | Arc. |
| " All Other Models | A | A | A | A | A | A | A | A | A | A |

If interested tear out this page and place with letters to be answered.

**Everlastic "Rubber" Roofing**

This is one of our most popular roofings. A recognized standard among "rubber" roofings. Famous for durability. Made of high-grade waterproofing materials, it defies wind and weather and insures dry, comfortable buildings under all weather conditions. Tough, pliable, durable and low in price. It is easy to lay, no skilled labor required. Nails and cement in each roll.




# Four Ways To Make Money On Your Roofing Business

Quick turnover is the surest way to profits. You can't afford to tie up your money in stock and then "store" it or take a chance on an unknown quantity when you can buy roofings that are widely and favorably known—roofings that sell themselves.

All types of Barrett Everlastic Roofings are self-sellers. Over half a century of roofing experience vouches for their quality. Advertising throughout the Dominion argues their superiority to every roof purchaser. Satisfied customers become enthusiastic boosters. And every dollar you invest makes additional dollars for you.

Barrett Everlastic Roofings *move*—to the tune of profits.

**Everlastic Slate Surfaced Roofing**

A high-grade roll roofing, surfaced with genuine crushed slate, in two natural shades, red or green. Needs no painting. Handsome enough for a home, economical enough for a barn or garage. Combines real protection against fire with beauty. Nails and cement with each roll.

## The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG
VANCOUVER HALIFAX, N.S. ST. JOHN, N.B.

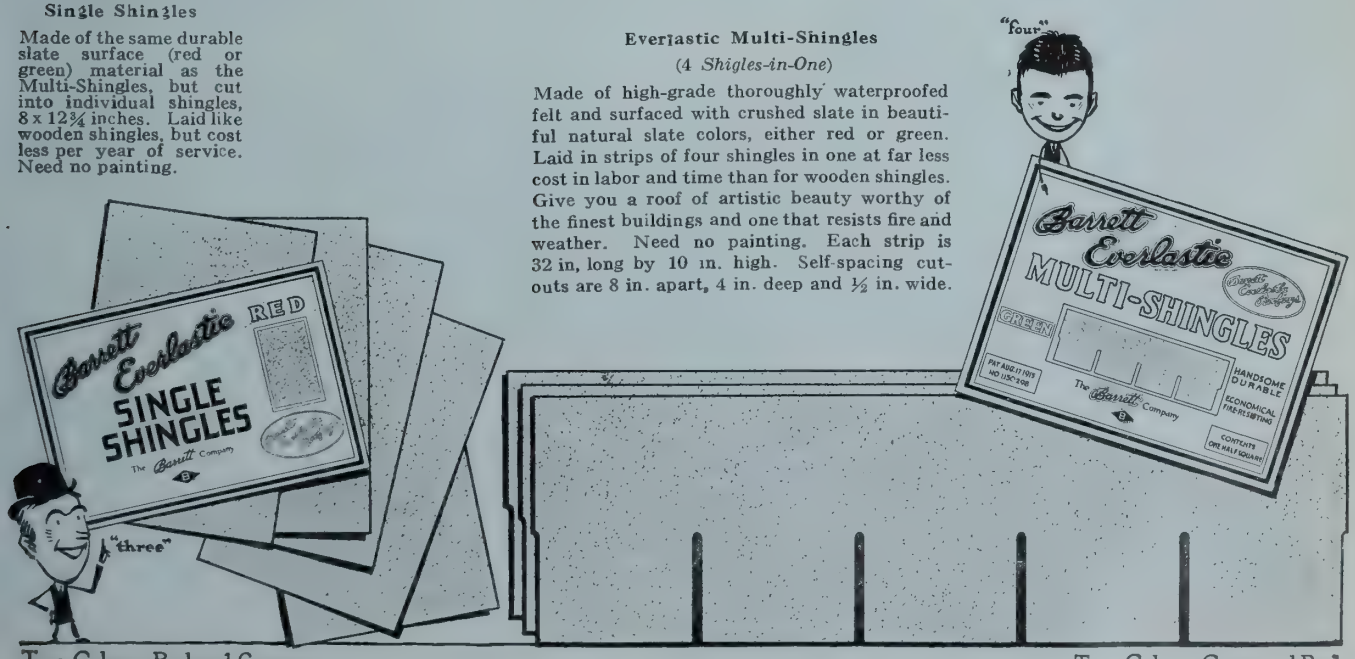
**Everlastic Single Shingles**

Made of the same durable slate surface (red or green) material as the Multi-Shingles, but cut into individual shingles, 8 x 12¾ inches. Laid like wooden shingles, but cost less per year of service. Need no painting.

**Everlastic Multi-Shingles**

(4 *Shigles-in-One*)

Made of high-grade thoroughly waterproofed felt and surfaced with crushed slate in beautiful natural slate colors, either red or green. Laid in strips of four shingles in one at far less cost in labor and time than for wooden shingles. Give you a roof of artistic beauty worthy of the finest buildings and one that resists fire and weather. Need no painting. Each strip is 32 in. long by 10 in. high. Self-spacing cutouts are 8 in. apart, 4 in. deep and ½ in. wide.




Two Colors~ Red and Green

Two Colors-Green and Red

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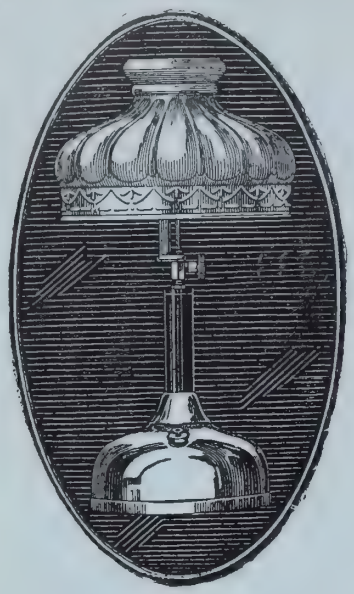
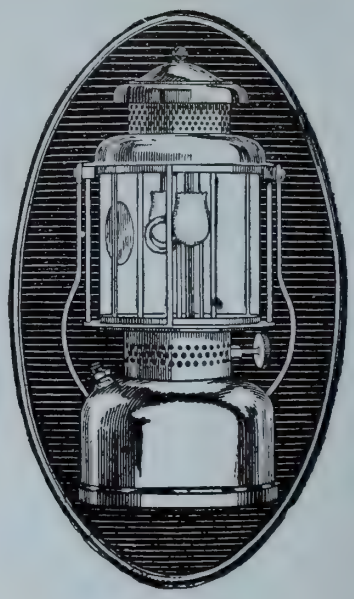


C Q 329
Price $12.50

# You Can Now Order



L Q 327
Price $11.00

# Coleman Quick-Lite Lamps and Lanterns

(MADE IN CANADA)

## *From Any of the Jobbers Listed Below:*

Murdoch Bros., Ltd., Brandon, Man.
Hudson Bay Company, Calgary, Alta.
Canadian Lighting Co., Edmonton, Alta.
Wood, Vallance, Ltd., Winnipeg, Man.
McLennan, McFeely & Co., Vancouver, B. C.
Rochester Lamp Company, Toronto, Ont.
Western Ltg. Agencies Ltd., Saskatoon, Sask.
Murdoch Bros. Ltd., Winnipeg, Man.
Caverhill, Learmont & Co., Montreal, Que.
The Nelson Hardware Co., Nelson, B. C.
Starke-Seybold Ltd., Montreal, Que.
Wood, Vallance & Leggett, Vancouver, B. C.
J. H. Ashdown Hardware Co., Winnipeg, Man.
Lynch, Parker & Plews, Regina, Sask.
J. H. Ashdown Hardware Co., Saskatoon, Sask.
Lewis Bros., Montreal, Que.
Wood, Vallance Hardware Co., Nelson, B. C.
Miller Morse Hardware Co., Winnipeg, Man.
Western Canada Hdwe. Co., Ltd., Lethbridge, Alta.
Edwin Chown & Sons, Kingston, Ont.
White & Co., Ltd., Collingwood, Ont.
Hudson Bay Company, Ltd., Winnipeg, Man.
Hobbs Hardware Co., London, Ont.
Kennedy Hardware Co., Ltd., Toronto, Ont.
J. H. Ashdown Hardware Co., Calgary, Alta.
Wood, Vallance & Adams, Calgary, Alta.
Marshall Wells Hardware Co., Edmonton, Alta.
Walter Woods & Co., Winnipeg, Man.
E. G. Prior & Co., Ltd., Victoria, B.C.
Cassidy's Limited, Toronto, Ont.
Revillon Wholesale Co., Edmonton, Alta.
Porter & Co., Winnipeg, Man.
Cassidy's Limited, Montreal, Que.
D. H. Howden, London, Ont.
Morrison Blackwood Hardware, Moose Jaw, Sask.
Martin, Finlayson, Mather, Vancouver, B. C.
Marshall Wells Co., Ltd., Winnipeg, Man.
The Thomas Company, Quebec, Que.
Hobbs Hardware Company, London, Ont.
Rice Lewis & Co., Ltd., Toronto, Ont.
H. S. Howland Sons & Co., Ltd., Toronto, Ont.
Cassidy & Co., Ltd., Vancouver, B. C.
Marshall Wells & Co., Vancouver, B.C.
Wood, Vallance, Ltd., Regina, Sask.

**If you haven't our new catalogue, write at once for it and we will send you a free copy, together with latest price list and particulars about our Dealer Co-operation for Merchants and how we help you make sales.**

# The Coleman Lamp Co., Ltd.

**Queen St. East and Davies Ave. - - Toronto, Canada**

# Carborundum In The Shop

TAKE for instance the repair shops, carpenter and pattern shops, garages and the factory tool rooms—

Think of the market represented here for Carborundum Products.

Carborundum Combination Stones, Slip and Gouge Stones for chisels, plane bits, carving tools—

Small wheels for garage and tool room work—

Carborundum Brand Garnet Paper and Cloth for wood sanding—

Aloxite Cloth for metal work.

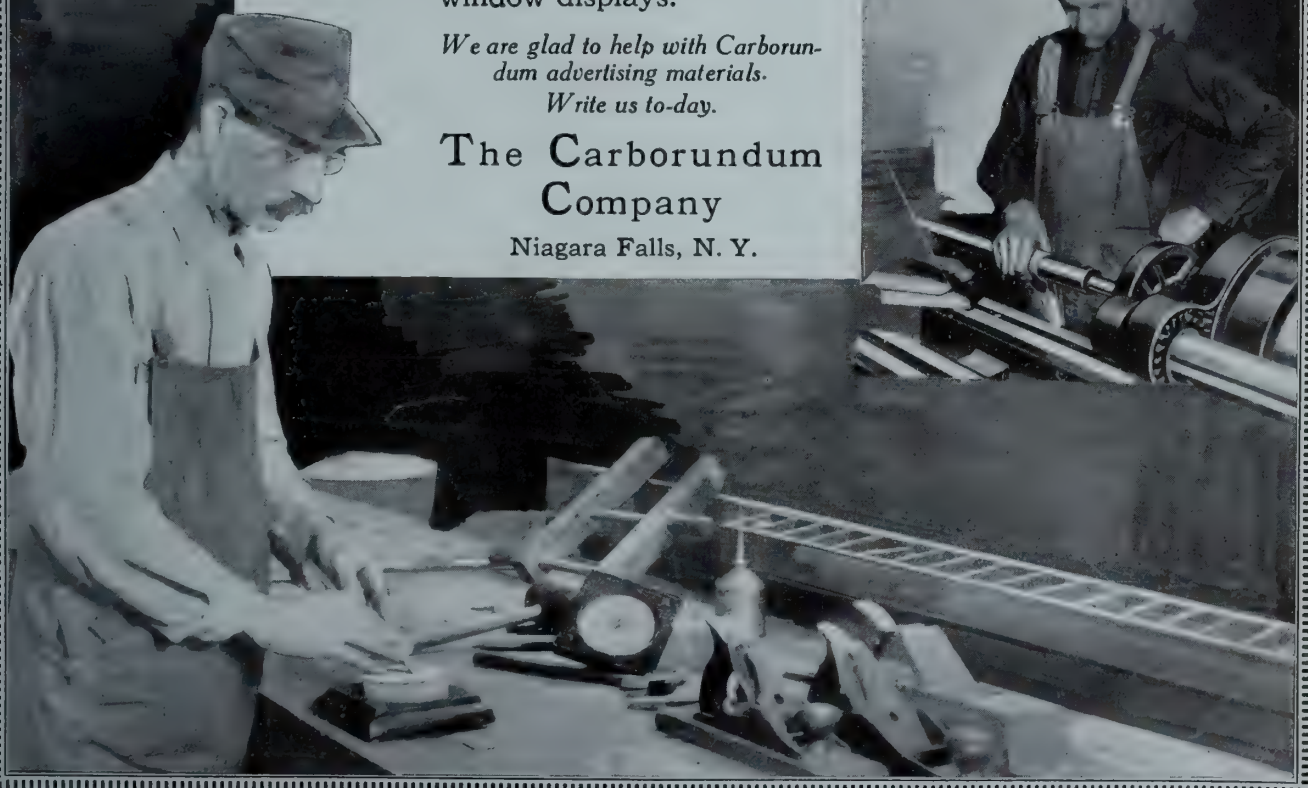
The field for sales is limited only by your ambition to reach it.

Stock up—make a drive on these markets right now—circularize—use window displays.

*We are glad to help with Carborundum advertising materials. Write us to-day.*

The Carborundum Company

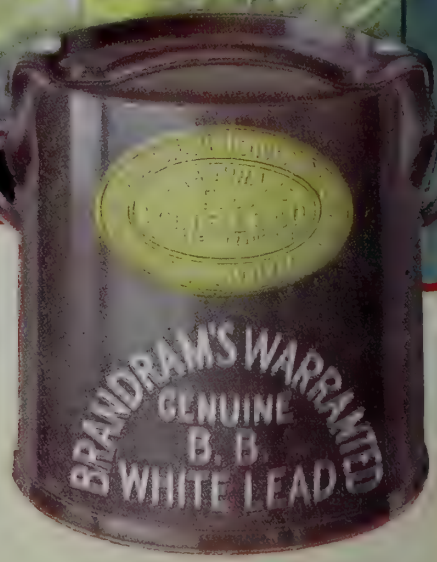
Niagara Falls, N. Y.



1810 1921 1729 1850

# "We, also, used it."

Two centuries of unassailed supremacy is the proud heritage of Brandram's Genuine B. B. White Lead. Down through succeeding generations, in every corner of the civilized world where painters ply their trade, it has been recognized as the one standard for quality. The ancient formula employed by Brandram in 1729 and handed down to us is in use to-day, and is the secret of the unapproachable smoothness and great covering capacity which characterizes our product.




In spite of all modern inventions it is still the finest White Lead in the world and it forms the base of our famous B-H "English" Paint.

*Write for our Agency Proposition*

Save the surface and you save all"- Paint & Varnish

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Published Every Saturday Since 1888

# Hardware and Metal

Vol. XXXIII. No. 29. THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: WOODSTOCK, CANADA JULY 16, 1921


# BILLMONT

## *Announcement!*

**No. 500 — Mechanics' Kit. The equivalent of 768 wrenches.**

A complete Billmont outfit in a strong, metal carrying kit. Outfit consists of 22 gauge metal box, with tray, 1 Master Wrench, 1 Junior, 1 Offset, 1 Speeder, 1 Long T, 1 Short T, 1 Rim Brace, 1 Ratchet, 2 Extensions (6-inch and 11-inch), 1 Interchangeable Screw Driver Attachment and 24 Sockets.

We wish to announce that we have recently made arrangements with the Edgar C. Guthard Company, Chicago, Ill., to manufacture for Canada and the British Possessions the well-known and popular Billmont Wrenches with Interchangeable Sockets.

We have a new merchandising plan that opens to at least one dealer in every locality the way to serve every garageman, repairman and car owner with Billmont Socket Wrenches and Sockets of super quality—at a generous profit.

Wouldn't you like to be one of these dealers—a Billmont Master Dealer backed up by a systematized selling support which makes itself felt wherever tried out?

Dealers—write to-night for our Master Dealers' (Service Station) proposition, and our catalogue.

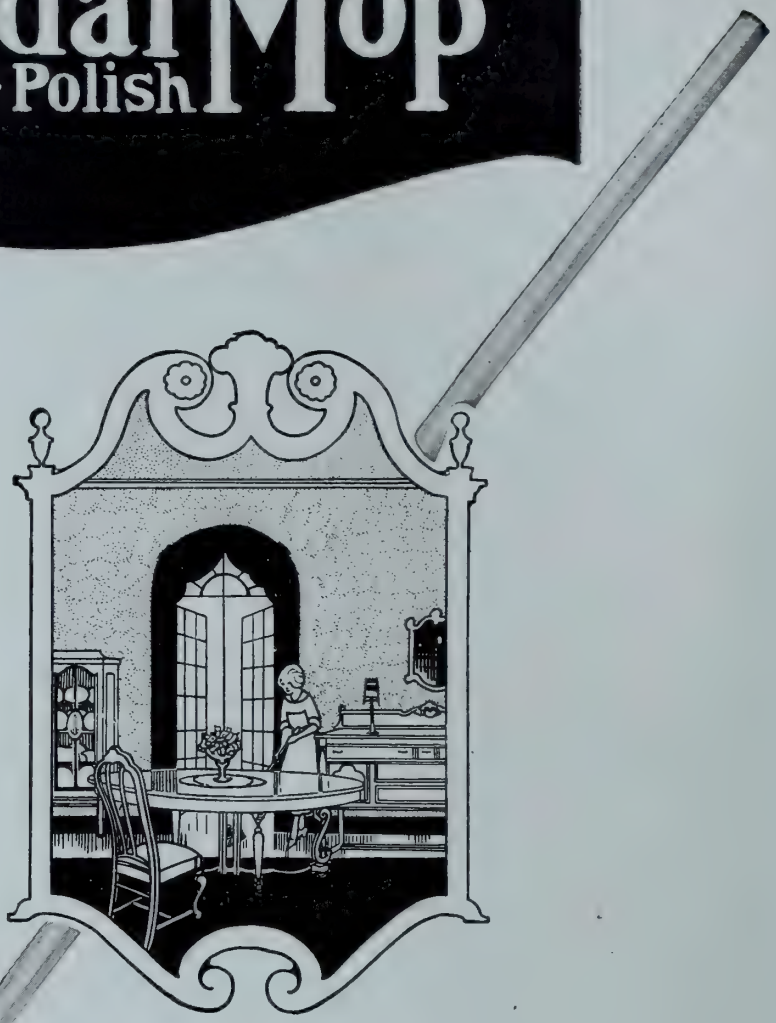
**Russell Gear & Machine Company Limited**

**Manufacturers of Automobile Transmissions, Differentials, Stampings and Screw Machine Parts**

**1209 King Street West** **Toronto, Canada.**

# WRENCHES
## *with* Interchangeable Sockets

# O-Cedar Polish Mop



Each year this Mop is introduced into hundreds of homes that formerly "got along somehow" without it.

Each year more merchants awake to the possibilities there are in O-Cedar Polish and the O-Cedar Polish Mop.

Quick to repay real selling effort, O-Cedar Products will surely speed up turn-over and increase profits for the merchant who features them in his store and in his window displays.

## O--CEDAR POLISH

**in bottles 30c and 60c**
**in tins $1.50 to $3.50**

## O--CEDAR POLISH MOP

**Small size - - - - $1.25**
**Large size - - - - $2.00**

## CHANNELL LIMITED

**TORONTO**

# SAMSON AXES

**Meet the severest tests of actual service.**

**You can sell them with confidence.**

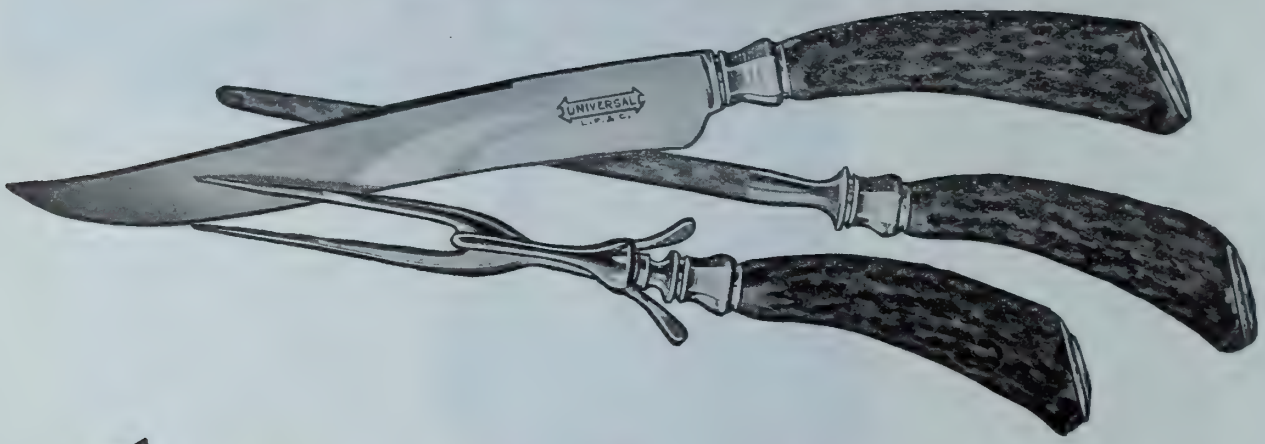
## GUARANTEED

## H. S. HOWLAND SONS & CO., LIMITED
TORONTO

The Trade Mark known

# UNIVERSAL

in Every Home



# Cash In On The Fame Of the UNIVERSAL Name

THE best thing to do with a good name is to keep it good. "Universal" reputation is sustained by making goods that *keep on* making good. And this has been going on for 75 years.

It is common to find "Universal" Carvers that have been passed down from grandsires to grandsons. The uncommon thing is to find a family that does not possess a UNIVERSAL Carver of other form of UNIVERSAL Cutlery.

In times like these when everybody is testing quality and weighing values, it is easier to sell known goods at a fair price than unknown goods at any price. Good reputation means sales repetition. There is no way to lose, but every way to gain by selling UNIVERSAL Cutlery.

No. 20391

## Universal Steel Table Cutlery

It takes a sharp steel knife to subdue the stubborn spirit of a boarding house steak. That is what "Universal" Knives will do. And they sell readily to boarding houses, lunch rooms and for use in modest homes. Made of high grade steel, sharply edged to *stay* sharp. Cocobolo, Ebonwood and White Bone Handles—Smoothly finished, securely riveted.

No. 203

## UNIVERSAL Butcher Knives

Always on edge to please trade. Crucible Steel Blades, tempered and ground for quick, clean cutting. Beech Handles with Brass Compression Rivets.

# LANDERS, FRARY & CLARK

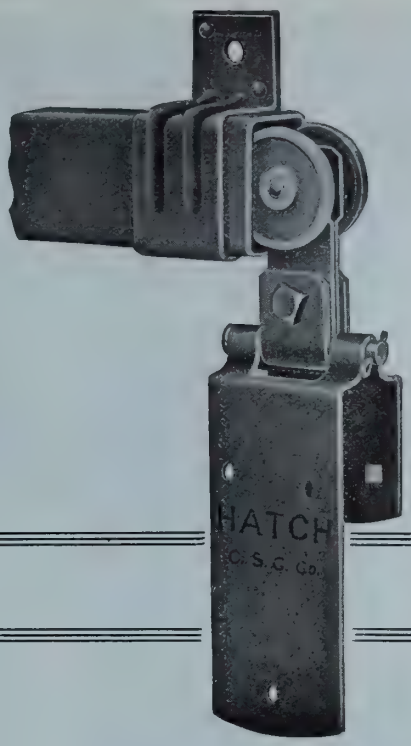
**New Britain, Conn.**

If interested, tear out this page and keep with letters to be answered.

*An Old Friend of the Trade*

# The Hatch

## Trolley Hanger




## Moderate Price -- Quick Turnover

This perfect-action hanger sells extraordinarily well because it might be said to be "made to measure for the Canadian trade."

The Hatch Hanger is the result of a thorough investigation of the requirements of the hanger-users and the trade in general, and the hanger fills exactly the wants of the trade and consumers.

This accounts for its splendid sales.

A smooth, easy-running hanger with apron 6 inches long and 3 inches wide. It moves with perfect action on roller bearings. Packed for shipment one pair in a box complete with bolts and end caps for track; 12 pairs in a case. Weight, per dozen pairs, 85 lbs.

**Drop Us a Line for a Catalog**

**Canada Steel Goods Co., Limited**

**Hamilton, Canada**

# The Boss Canvasman Knows Rope

In his years on the road he has used all kinds. Every day from early spring to late fall, in sunshine and rain, he's supervised the raising of the "big top" and the side shows and the horse tents.

He knows better than anyone else how much depends on the rope,—he appreciates the thousands of lives endangered if one should break. He has a wholesome regard for light, strong, flexible Plymouth Rope and shows it by demanding it. Carloads of Plymouth Rope are used every year by the big travelling shows.

Can you do better than supply your customers with the rope this expert knows is The Rope You Can Trust?

**PLYMOUTH CORDAGE COMPANY**
North Plymouth, Mass. Welland, Can.

**Independent Cordage Co., Limited**
*Canadian Sales Agents*
TORONTO Canada

PLYMOUTH TRADE MARK 1824

# PLYMOUTH ROPE

**Representatives: N. J. DINNEN, Winnipeg, Man.; T. MORTIMER & CO., Toronto; A. T. CHAMBERS, Vancouver, B.C.; H. E. O. BULL Montreal, Quebec.**

Pliers
Splicing Clamps
Sleeve Twisters
Climbers
Tool Belts
Safety Straps
Lag Screw Wrenches
Wire Grips
Tree Trimmers
Tool Bags
Soldering Furnaces

# *Face Facts On Your Plier Business!*

Silver-tongued salesmen to the contrary—every hardware dealer knows he can't stock half a dozen lines of pliers and show a profit. In these days of readjustment, leading hardware dealers are cutting their plier lines to one "quality line" and a line or two lower in price for general demand.

The "Klein line" has been built out of the experience of over half a century of supplying the quality trade—every tool is right and the line is cut to the few patterns and sizes in demand.

There are no left overs to sell at a sacrifice and a complete stock can be carried at a very small initial cost.

The finest of materials and workmanship go into every Klein plier—and they sell to a well established trade, the growth of over fifty years of good will.

We back you with the right kind of advertising helps—counter display—window displays and enamelled signs.

Put "Klein Pliers" in as your quality line—write for our new proposition today!

**Eastern Canada Agent:**
Rose & O'Hearn, 293 King St. West, Toronto, Ontario, Canada

**Western Canada Agent:**
L. T. Walls Sales, Ltd., 702 Confederation Life Bldg., Winnipeg, Manitoba, Canada

# Mathias KLEIN & Sons

Established 1857 — Chicago, Ill. U.S.A.

Westinghouse Type H Electric Iron

# The Measure of an Iron

The heating element is the real measure of an iron. Be sure that this element in the iron you sell maintains a high standard.

In the Type H Iron the heating element distributes the heat evenly over the whole base. The metal sheath around the element holds the heat and makes the Type H Iron very economical. It possesses those rugged, lasting qualities that assure long life.

A rich appearance combined with a reliable heating element will sell more irons. The Westinghouse Type H Iron has these essentials.

**Canadian Westinghouse Co., Limited, Hamilton, Ont.**

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

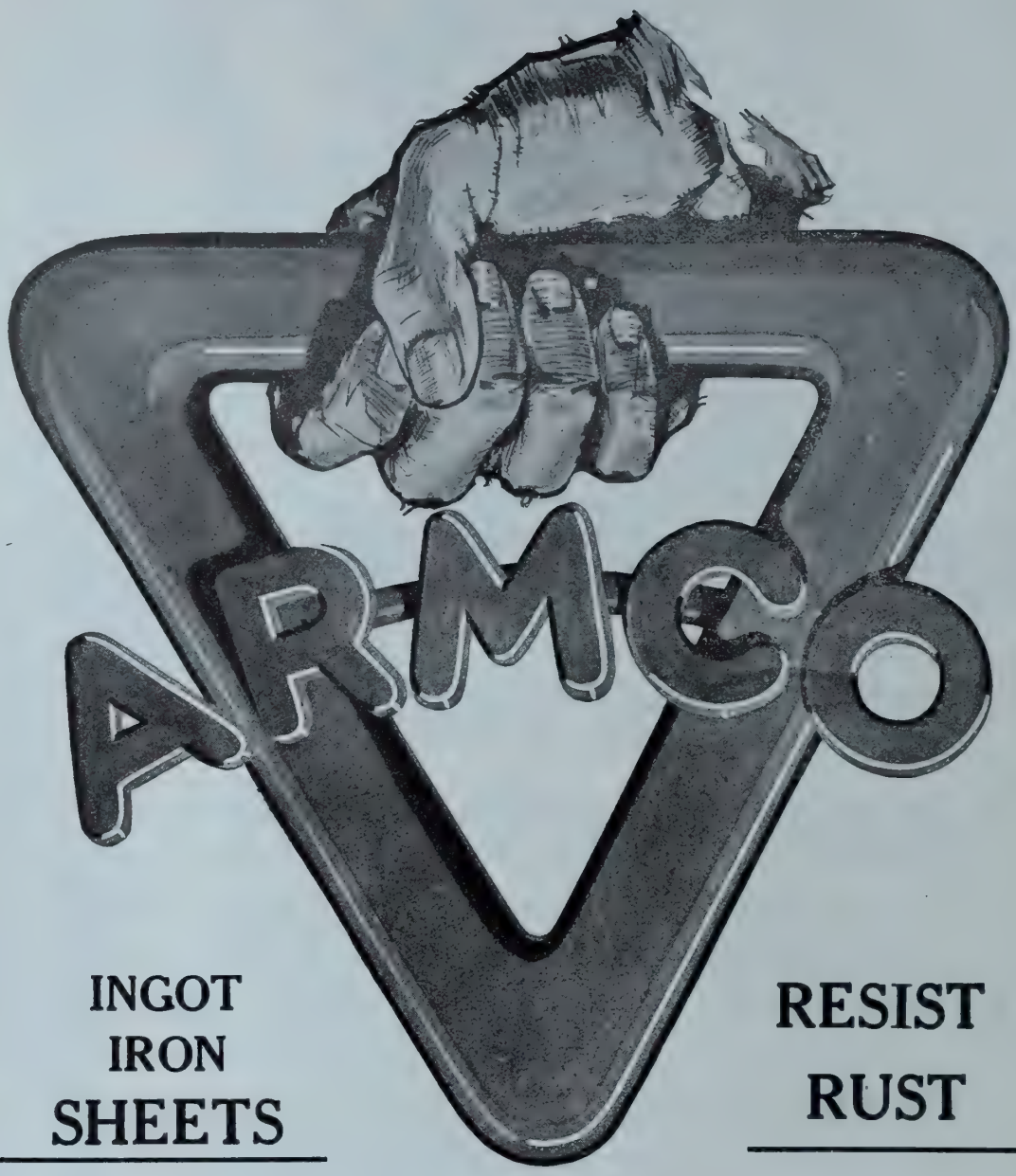
*Repair Shops:*

MONTREAL—10 St. Sophie Lane.
TORONTO—366 Adelaide St. W.
VANCOUVER—1090 Mainland St.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

CANADIAN WESTINGHOUSE

# Westinghouse

If interested, tear out this page and place with letters to be answered.




INGOT
IRON
SHEETS

RESIST
RUST

**The uniform quality of "ARMCO" Ingot Iron sheets saves labor in fabrication. The service rendered by this long-life metal means satisfied customers and helps to build up trade**

# The American Rolling Mill Company

**MIDDLETOWN, OHIO**

**Canadian Office—2 Colborne St., Toronto, Ontario.**

# TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

THE STEEL COMPANY OF CANADA LIMITED

**HEADS**
**that will not break off**

**POINTS**
**that meet the demand**

**HAMILTON** **MONTREAL**

# "That Was a Good Tire --- I want Another One --- Just Like it"

That's what your customers will say after you have sold them a

# "GUTTA PERCHA"

(*Cord*) **TIRE** (*Fabric*)

When you satisfy a customer, he comes back again.

*Write for our Prices and Terms*

GUTTA PERCHA & RUBBER, LIMITED

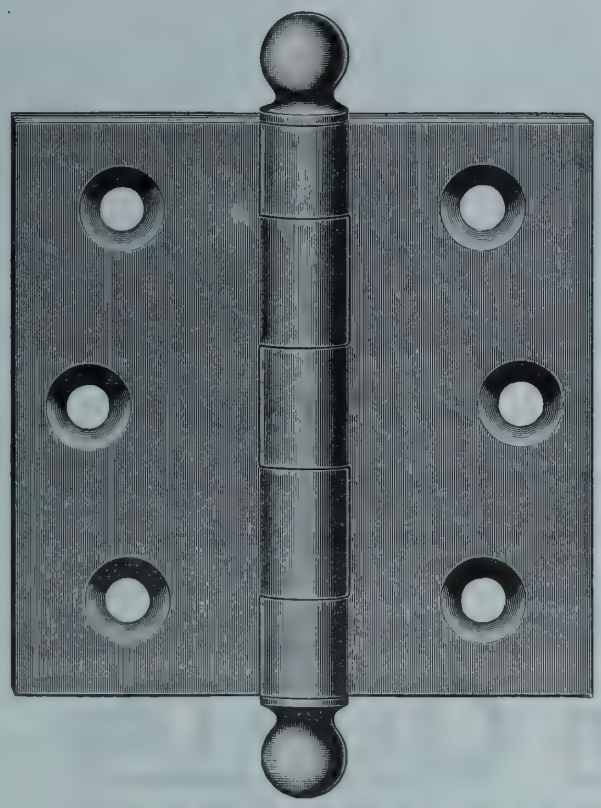
Head Offices and Factory, TORONTO

*BRANCHES IN ALL LEADING CITIES OF THE DOMINION*

**If interested, tear out this page and place with letters to be answered.**

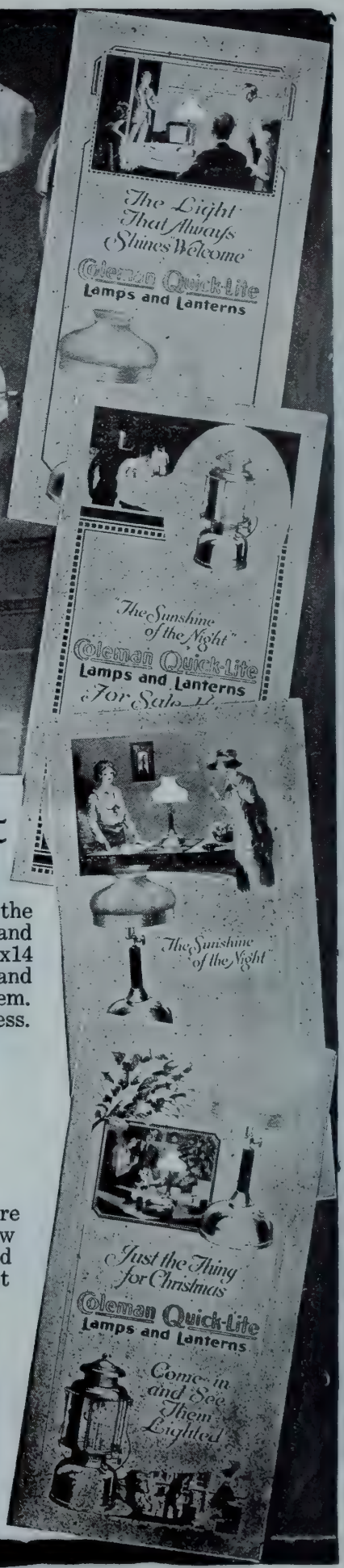
CANADA
FOUNDRIES & FORGINGS
LIMITED

For Three Score Years and Ten



Smart's BUTTS AND HINGES, a Standard

JAMES SMART PLANT
Brockville, Canada




# Make Your Windows Pay Full Rent

PUT your windows to work—make 'em pay their keep in full measure. Merchandise well displayed is merchandise half sold. Among the many dealer helps we offer Canadian merchants selling Quick-Lite Lamps and Lanterns is a series of attractive, easy-to-read window cards. These are 7x14 inches, printed in four colors on handsome cards, with easel backs. They stand alone in the window or on the counter—wherever you decide to use them. Just the right size to attract attention of window shoppers and pull business.

# Coleman Quick-Lite
## Lamps and Lanterns

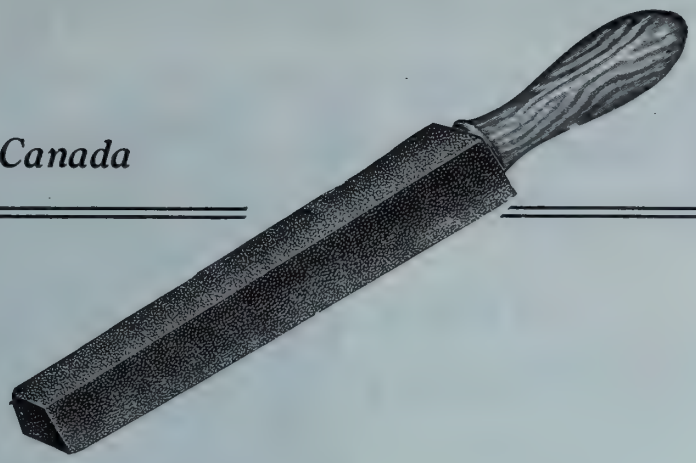
*Made in Canada.* Sold by 20,000 progressive merchants covering the entire Dominion and the United States. A big list of Jobbers in Canada are now distributing this quick-selling line. These window cards tie-up in splendid fashion with the Quick-Lite advertising now appearing regularly in the best magazines and farm papers read by your customers throughout Canada.

They are helps that will materially increase your sales of Quick-Lite Lamps and Lanterns. Take full advantage of them—send now for your set, directing your letter to the Merchant Cooperation Department.

**The Coleman Lamp Co., Ltd.**
**Queen Street East and Davies Avenue**
**Toronto, Canada**

If interested, tear out this page and place with letters to be answered.

*Made in Canada*



# Increase the Harvest

## For Merchants and Farmers

# Hart Mower Files

Will do it. Your farm and garden customers will at once be attracted by Hart Mower Files. If you show them so that they can be handled and examined the customer will often close the sale himself. There is something very convincing about the feel of Hart Mower Files. There is the knowledge and experience of 35 years behind their making.

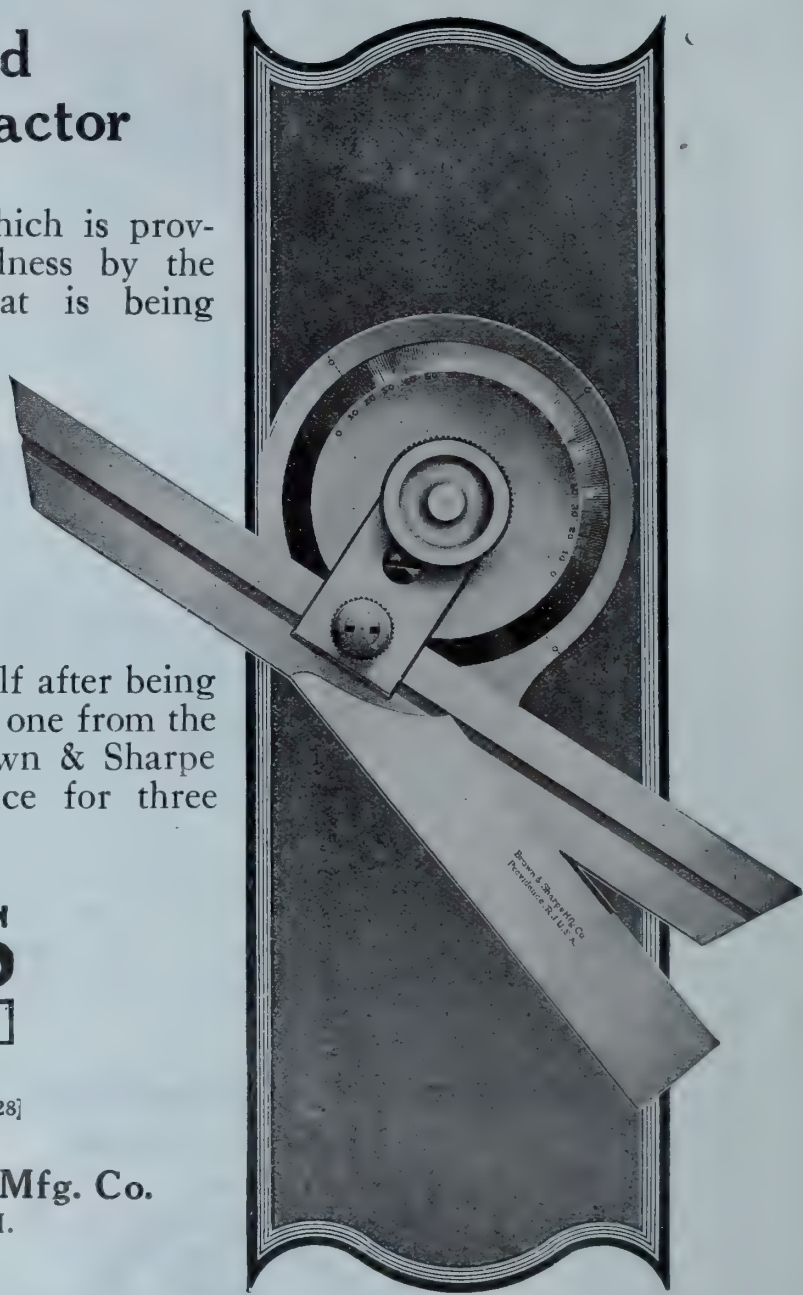
**Canadian Hart Products, Limited**
**Hamilton, Canada**

# Improved Bevel Protractor

A practical tool which is proving its general usefulness by the growing demand that is being made for it.

Adapted to all classes of work where angles are to be laid out or established.

A tool that sells itself after being once introduced. It is one from the extensive line of Brown & Sharpe Tools—the first choice for three generations.




B·S
TRADE MARK

[Send for Catalog 28]

**Brown & Sharpe Mfg. Co.**
**Providence, R.I.**

# BROWN & SHARPE
## MACHINISTS' TOOLS

Hitting the Bullseye Since 1864

# Stevens

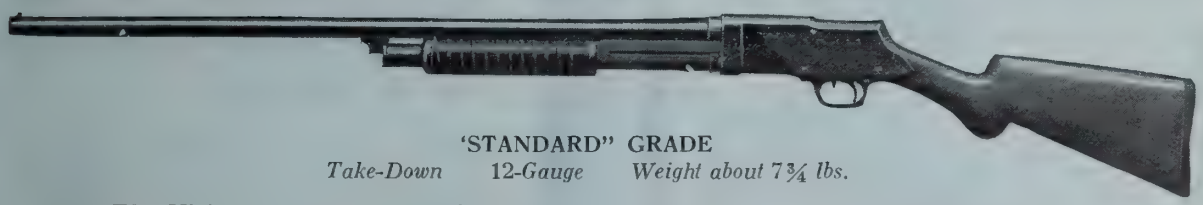
## STEVENS REPEATING SHOTGUNS

### In Either Field or Trap Models

Offer to the shooter a record of "kills" not surpassed by any other guns regardless of price.

The shooting qualities of Stevens guns have often sold them----even when compared with the more expensive arms.

Their moderate price, combined with their well-known performance, has convinced the shooter that Stevens Shotguns are **right.**



'STANDARD" GRADE
*Take-Down* 12-*Gauge* *Weight about 7¾ lbs.*

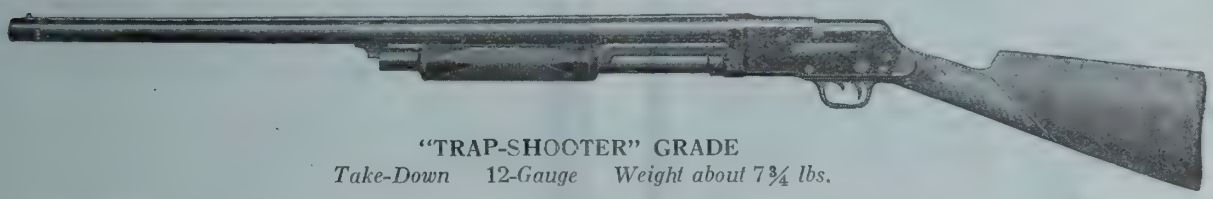
BARREL—High-pressure compressed steel, bored for nitro powder, full choked, modified or cylinder—full choked unless otherwise specified. Length, 26, 28, 30 or 32 inches.

ACTION—Hammerless; visible locking block; safety firing pin; independent safety; side ejection.

RECEIVER—Drop forged; solid breech.

STOCK—Plain walnut; pistol grip; rubber butt plate; length 13¾ inches, drop 2⅝ inches.

AMMUNITION—Any standard factory-loaded shell up to 2¾ inches in length. Six shots—five in magazine, one in chamber.



"TRAP-SHOOTER" GRADE
*Take-Down* 12-*Gauge* *Weight about 7¾ lbs.*

BARREL—Hugh-pressure compressed steel bored for nitro powder; full choked Hollow Matted Rib. Length 28, 30 or 32 inches—30-inch barrel always furnished unless otherwise specified.

ACTION—Hammerless; visible locking block; safety firing pin; independent safety; side ejection.

RECEIVER—Drop forged; solid breech; matted top.

STOCK—Fancy walnut, checkered; straight grip; rubber butt plate; length 14 inches, drop at comb 1½ inches, drop at heel 2¼ inches; No Deviation. Fancy walnut slide handle, checkered.

AMMUNITION—Any standard factory-loaded shell up to 2¾ inches in length. Six shots—five in magazine, one in chamber.

J. STEVENS ARMS COMPANY
CHICOPEE FALLS, MASS.
*Executive and Export Office*—50 CHURCH ST., NEW YORK
*Owned and Operated by*
SAVAGE ARMS CORPORATION, NEW YORK

# Rifles - Shotguns - Pistols

**If interested, tear out this page and place with letters to be answered.**

# Specify STANLEY GARAGE HARDWARE in complete sets

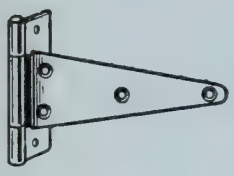
STANLEY S.W.

## One Packing—

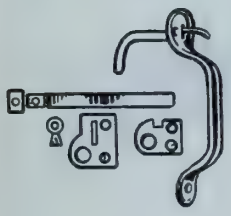
**Easy to Handle and Easy to Sell**

## Set No. 1776

No. 1257—Wrought Steel Handle or Pull, for the inside of the door. Length 8⅞ inches, width at ends, 2 1-16 inches. Screws included.

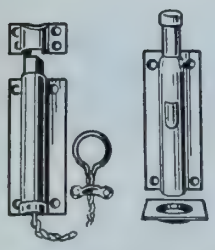


No. 963—10″ Extra Heavy Reversed Pad T Hinge, Three to a door. The reversed pad can be applied to the door casing. Width of strap at joint, 3⅛ inches. Length of joint, 7 inches. Screws included.



No. 1260—Wrought Steel Thumb Latch with padlock attachment. Length of handle, 8⅞ inches. Width at ends, 1 1-16 inches. Screws included.

No. 1055—6″ Wrought Steel Chain Bolt. Width of plate, 2 inches. Width of bolt, ¾ inch. Length of chain, 24 inches. Screws included.



No. 1056—6″ Wrought Steel Foot Bolt. Width of plate, 2 inches. Size of Floor Plate, 2⅜ x 1⅜ inches. Bolt has 1¼ inch stroke. Packed with screws.

**Send for 1776 Folders For your counter. Ask for R 72**

**Canadian Representative:**
**A. MACFARLANE & CO., Coristine Building, Montreal**

# These Files Mean Repeat Sales

Files, unlike other tools, must be bought frequently, because they cannot be sharpened.

The user buys the brand that gives him longest service before getting dull.

Experience teaches that these five brands do this; therefore, sell him once, and he will come back.

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

## *FILES AND RASPS*

We carry large reserves, so you can restock quickly from your jobber.

**Made in Canada by:**

# Nicholson File Company

**PORT HOPE - ONTARIO**

# B.S.A. Twelve Bore Hammerless

## Specifications of this desirable shot gun

**BARRELS—** 30 inches long. Jessop's fluid compressed steel. Lumps formed solid with the barrels. Right: Modified. Left: Full choke or back full choke.

**ACTION—** B.S.A. special pattern (Anson & Deeley type). Sears, tumblers and other action parts of chrome vanadium steel. Body of nickel steel. Top lever. Automatic safety. Double bottom lock. The B.S.A. shot gun action is the strongest in the world.

**FORE-END—** Snap-on type. Nicely checkered.

**STOCK—** Straight hand or half-pistol grip. Nicely checkered. Bend at heel 2 in., at comb 1½ in., length 14¼ in.

**WEIGHT—** About 7¼ lbs.

**BALANCE AND TRIGGER PULL** Specially attended to, to give this B.S.A. Gun the superb handling qualities of the best hand-made gun.

**INTERCHANGEABILITY—** All parts will be strictly interchangeable.

**PROOF AND TESTS—** Every gun is nitro proved at the official proof house and is carefully tested.

## High-class London Gun-making---You'll be Proud to Sell It!

This likeable gun has perfect balance, crisp trigger-pull, wear-resisting power, sweet functioning and beautiful lines.

When your customer swings it up to his shoulder, it "comes up to the bird" easily, surely and quickly. This is because the metal massed around the action and breech for safety is perfectly distributed for balance; the stock length is right and the shape is correct, thanks to skilled designers and shooters.

This gun wins experienced shooters and makes the sales. It has no fancy decoration, yet the knowing users of shot-guns make friends with it at once. You cannot offer a better gun.

The Birmingham Small Arms Company, Limited, the famous gun-making establishment that the British Government chose for making the celebrated rifles of the British army, makes this beautiful shot-gun and guarantees it.

### In Stock at Montreal

## The Birmingham Small Arms Company Ltd., England

# Fraser Company

### 10 Hospital St., Montreal, Canada

**Production Equipment Co., Union Square, New York**

The "NATIONAL" Line
OF
GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

**THE NATIONAL FARMING MACHINERY Limited**
**Montmagny, Quebec**

# "YANKEE"

## PLAIN RIGID DRIVERS

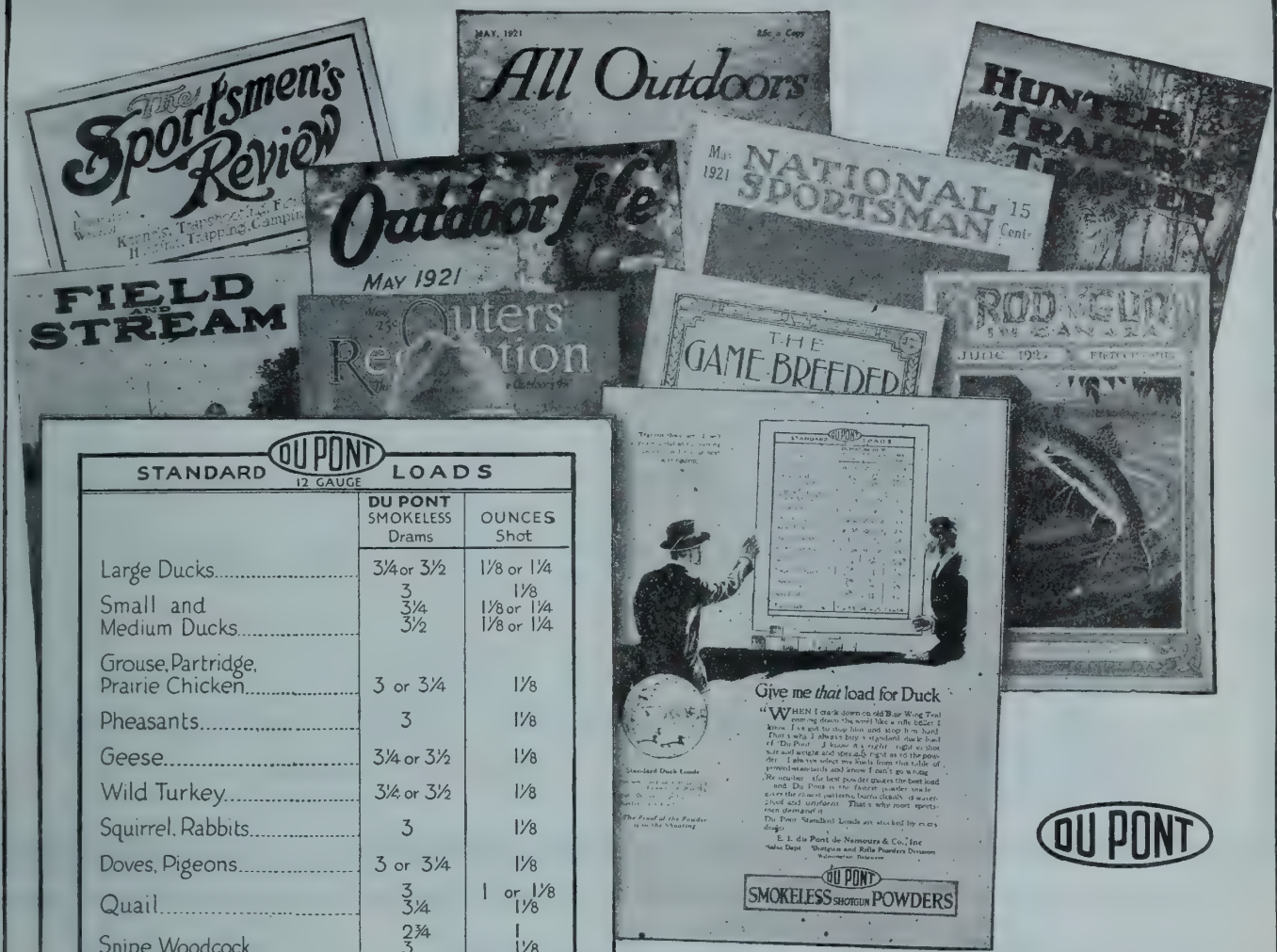
*Cabinet Style No. 95*
*Standard Style No. 90*

**They cannot loosen in the handle in use or abuse. You have our guarantee.**

**They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.**

*Your Jobber Can Supply*

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.




| STANDARD DU PONT 12 GAUGE LOADS | DU PONT SMOKELESS Drams | OUNCES Shot |
|---|---|---|
| Large Ducks | 3¼ or 3½ | 1⅛ or 1¼ |
| Small and Medium Ducks | 3<br>3¼<br>3½ | 1⅛<br>1⅛ or 1¼<br>1⅛ or 1¼ |
| Grouse, Partridge, Prairie Chicken | 3 or 3¼ | 1⅛ |
| Pheasants | 3 | 1⅛ |
| Geese | 3¼ or 3½ | 1⅛ |
| Wild Turkey | 3¼ or 3½ | 1⅛ |
| Squirrel, Rabbits | 3 | 1⅛ |
| Doves, Pigeons | 3 or 3¼ | 1⅛ |
| Quail | 3<br>3¼ | 1 or 1⅛<br>1⅛ |
| Snipe, Woodcock | 2¾<br>3 | 1<br>1⅛ |
| Shore Birds | 2¾<br>3 | 1<br>1⅛ |
| Sora Rail | 2¾<br>3 | 1<br>1⅛ |
| Trap Loads | 3 or 3⅛ | 1⅛ or 1¼ |

*A handsome counter display featuring the table of Du Pont Standard Loads will be sent without charge on request.*

*Above is a typical full-page advertisement in our fall campaign addressed to sportsmen in the magazines shown above — at the left is the table of loads featured in every advertisement.*

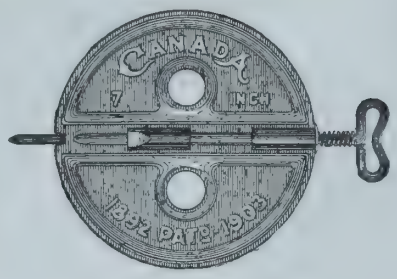
**TO move your quick-selling shotgun shells quicker—sportsmen are being told the advantages of buying shells from the table of Du Pont Standard Loads . . . . . the advantages to the dealer who handles this concentrated stock are faster turnover and greater profits.**

**E. I. DU PONT DE NEMOURS & CO., INC.**
*Sales Department:* Sporting Powder Division
WILMINGTON, DEL.

# Why Cast Dampers?

## Canada Steel Dampers Are 21 Gauge Steel

*Dropped Forged Stem — Sharp Point — Positive Lock*




6″ and 7″ made from 21 gauge steel

If someone offered to sell you cast iron stove pipe, you'd laugh at him. Then why is it necessary to use a cast damper? Our new 6″ and 7″ are stamped from 21 gauge steel. The stems are drop forged; sharp point and positive lock; no breakage.

Our Damper clips are stamped from 21 gauge steel and packed one dozen in a box.

Canada Dampers are lighter, stronger and cheaper than any other damper made.

*For Sale By All Jobbers*

## The Myers Mfg. Company

**Dresden, Ontario**

Circular Shear

8-ft. Steel Brake

Foot Squaring Shear

## The Shop With Up-to-Date Equipment Makes Most Money

Bending Rolls

Brown, Boggs Sheet Metal Working Tools are designed for practical results. They are modern and up-to-date. With these efficient tools your production is increased, your costs are lowered and you are enabled to handle more and larger contracts with perfect satisfaction to your customers.

Ask for a catalogue.

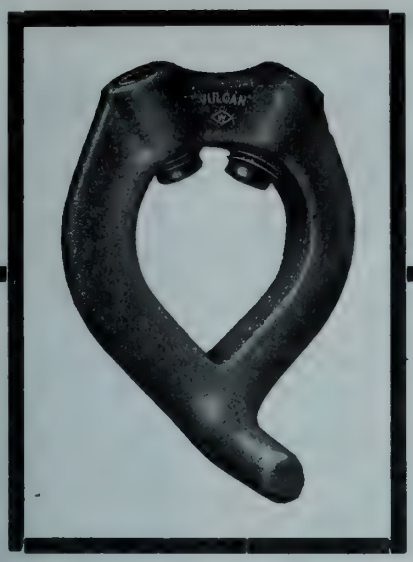
Stove Pipe Folder

## The Brown, Boggs Company, Limited

HAMILTON ONTARIO

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery



# Team Work

DO you favor individual or team work? If you carry Williams' lines of Superior Drop-Forged Clamps, do you also handle Williams' "Vulcan" Drop-Forged Lathe Dogs, or vice versa?

You've undoubtedly noticed how one good tool sells another: How a customer, who knows one line of a manufacturer's product favorably through actual use, is always ready to accept some other article of the same brand. He knows its worth.

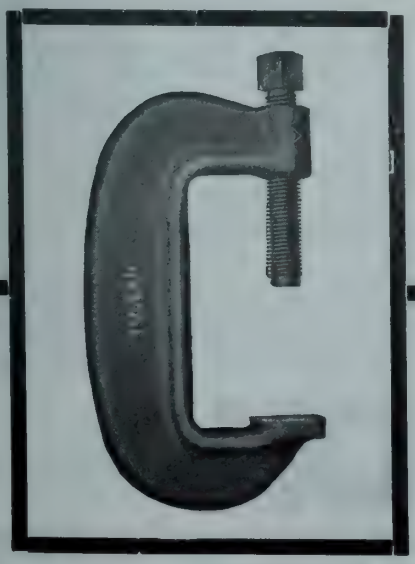
Team work counts. Hitch up Williams' Dogs with Williams' Clamps and both will pull more efficiently for increased sales. Each is good, but both are better. They make a powerful, willing team. Catalog on request.

**J. H. WILLIAMS & CO., Limited**

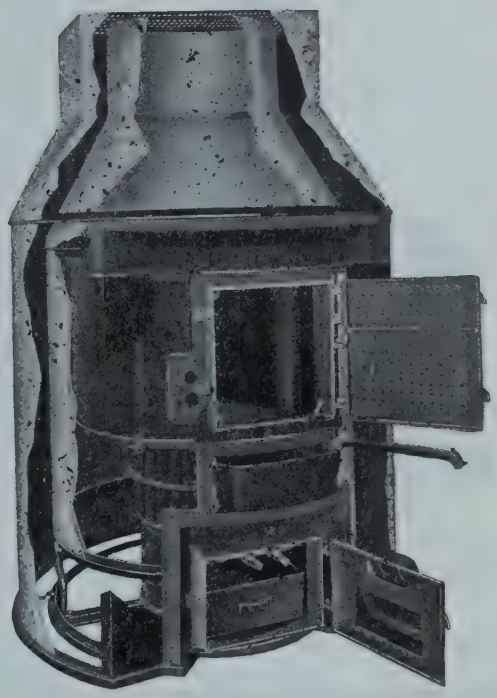
"The Drop-Forging People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road, St. Catharines, Ontario



# PIPE and PIPELESS FURNACES



The insistent demand by the consumer for the PIPELESS FURNACE and the undeniable fact that in certain types of houses and when correctly installed it has given remarkable results, opens up a rich field of possibilities for the ready acceptance of the "Happy Thought Pipeless Furnace." Linked together with the "Happy Thought" Ranges, its name carries with it the positive guarantee of complete satisfaction. It produces a favorable impression, carries conviction and sells easier. Its standard construction of sturdy materials give assurance of life-time service.

The wonderful record of service given by our regular type of Furnace completes a line of Warm Air Furnaces that creates and stimulates business for the progressive dealer. These Furnaces include the Reliance, Garnet and Leader.

We also have the powerful Leader Combination warm air and hot water Furnace—a heating plant for special heating requirements.

Our new Bungalow Furnace is now being offered. Your knowledge of modern requirements will satisfy you that this Furnace will fill a real need. Of medium size and somewhat lighter build, it is specially adaptable for the Bungalow or Cottage.

On a moderate outlay a thoroughly up-to-date heating plant can be installed.

We are prepared to furnish you with specified data on any of these lines. Write us.

**The Happy Thought Foundry Co. Limited**

**Brantford - Canada**

# The Connor Perfection Electric Washer and Wringer

Generous top opening with cover swung back out of the way of the rolls.

The swinging wringer with its best quality rolls 12″ in width, makes wringing possible while washer is washing another batch.

The Connor Perfection Electric Washer is filled with specific individual selling points that you can learn from our literature and our salesmen. The big appeal is to the conscience of the man whose wife still slaves over the back-breaking, and heart-breaking, work on the old-fashioned tub.

A display of Perfection Washers in your front window, with show cards that put it right up to the guilty husbands, brings results.

Get our literature—write us.

## J. H. Connor & Son

Limited

**Ottawa, Canada**

**Manufacturers of Washers and Wringers since 1875.**

**The Name "DAVIDSON" is a standing guarantee of quality.**

**These Watering Pots have been giving satisfaction all over Canada during the last half century.**

# JAPANNED WATERING POTS

The Davidson line has several interesting features which will make it worth your while to consider before placing your spring order.

In addition to the long reputation for quality which brings for them ready sales, they are all stamped with our trade-mark, which is your guarantee of superiority.

Made in 7 sizes—1 to 16 quarts in Green Japanned and fitted with our patent cleanable rose.

**Write for Prices.**

*The Thos. Davidson Mfg. Co. Limited*

HEAD OFFICE; MONTREAL
Branches; Toronto and Winnipeg
Steel Foundry Division; Lachine Canal, Turcot

# DAVIDSON

# THE NEW IDEA PIPELESS FURNACE

means winter comfort for the whole family.

The installation is very simple. No complicated masonry or carpenter work is necessary.

The New Idea Pipeless Furnace is a proven success and there is a splendid opportunity for you to make money by handling it in your town.

Write us to-day for pamphlet describing it.
The building season is now on.
Prompt shipments guaranteed.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
**GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.**
VANCOUVER WINNIPEG MONTREAL

**"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"**
Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal. Vancouver: 1073 Hamilton St., Vancouver, B.C. Winnipeg: 134½ Higgins Ave., Winnipeg, Man.

# Morrison Valves

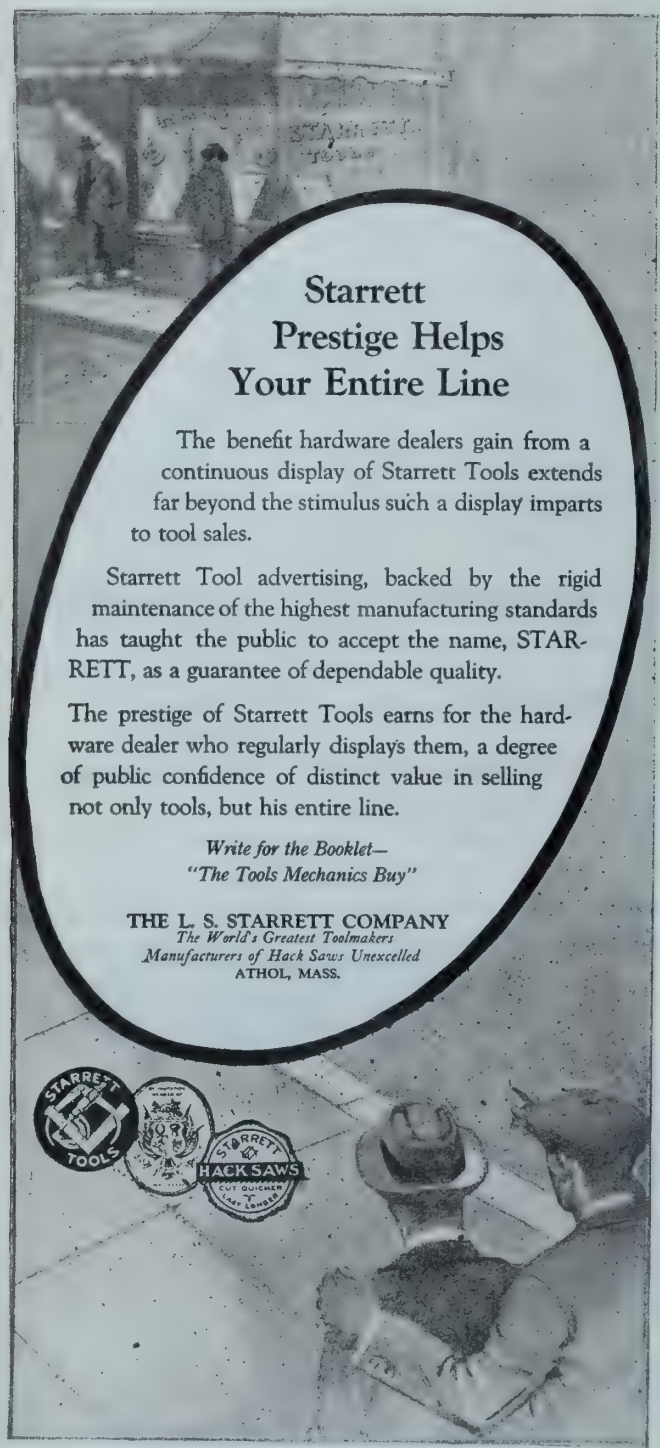
Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

**James Morrison Brass Mfg. Company**
LIMITED
93-97 Adelaide Street West TORONTO, ONT.




Send for Catalog No 22 "MA"

# Sell Starrett Tools

# *Specially Designed For use in the Home*

# DENNISTEEL

*Made in Canada*

## HOUSE SAFES

These small, compact little safes provide the necessary safety for important papers, jewellery and other valuables kept in the home. At much less cost they take the place of the large expensive safes.

For the home or office that requires more space than provided by the House Save, Dennisteel Material Cabinets are recommended.

All Dennisteel products are fireproof.

Hardwaremen! Store-keepers!—These House Safes will provide you with another line of profit. Take orders for us. We have an attractive agency proposition to offer you.

**We also Make**

Steel Lockers, Steel Shelving, Steel Lavatory Compartments.
Ornamental Iron and Bronze.
Commercial Wirework of all kinds.
General Builders' Ironwork.

**Canadian Distributors for "Boca" Solid Steel Sash. Halifax, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Calgary, Vancouver.**

**The Dennis Wire and Iron Works Co., Limited**
LONDON, CANADA

# Why You Should Sell

TRADE MARK
**Ventiplex**
PADS

Because they can be absolutely depended upon to fully protect horses' shoulders from the effects of ill-fitting collars.

Because they are well made from a compound of Indian Rubber fibre, soft wool and hair, and equalize the strain of heavy pulling.

Because the demand for these collar pads is increasing and every sale you make means a satisfied customer and a liberal profit for yourself.

**Ventiplex Pads are quick sellers—it pays to push them.**

**The Burlington Windsor Blanket Co., Ltd.**
**Toronto Ontario**

GOOD PROFITS IN THESE

# PNEUMATIC TANKS

FOR FARM WATER SYSTEMS

EVERY FARMER NEEDS ONE OF THESE TANKS

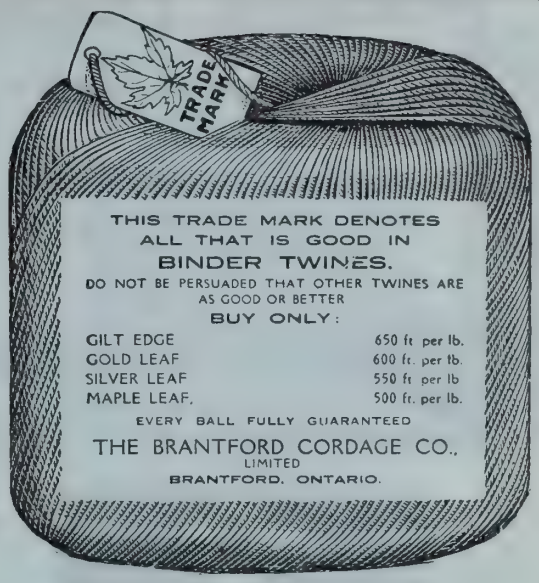
**First-class in every respect**

**Welded throughout and tested thoroughly before leaving our factory**

Listen Hardwaremen! We can supply you with this tank, for you to complete with your own pump and fittings, or we can sell you the complete outfit a at discount that will net you a *good profit.* Shipped direct to your customer from our factory. We believe we are the only firm selling these lines through the Hardware trade. *We want your orders—write us for full information re prices, terms, etc.*

**The Steel Trough & Machine Co. Ltd.**

TWEED, ONTARIO, CANADA




## 100 per cent. Canadian

BRANTFORD BINDER TWINES have successfully competed with the World at large owing to their superior quality, and are a strictly Canadian product made in Canada by Canadian labour, and Canadian capital. **We are the largest manufacturers of Binder Twine under the British Flag.**

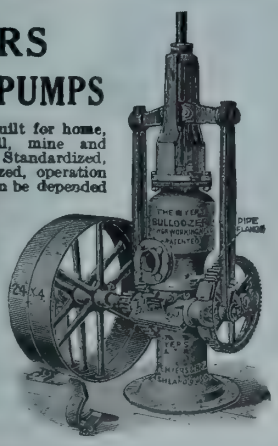
**The BRANTFORD CORDAGE Co. Ltd.**

**BRANTFORD, Ont.** **Western Branch, Winnipeg**

## MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



**F.E. Myers & Bro.**

ASHLAND OHIO

**NOVA SCOTIA STEEL & COAL CO., Limited**

NEW GLASGOW, N.S.

*Manufacturers of*

## FERRONA PIG IRON

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

# KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

# LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

## FOR QUALITY THAT SATISFIES

**Send In Your Order Now**

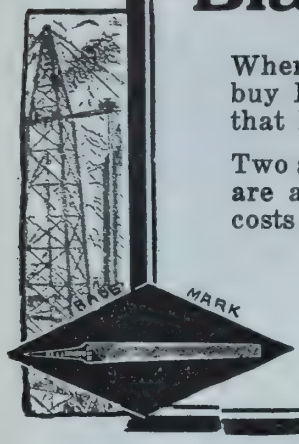
## London Rolling Mills Co.

LIMITED

LONDON, CANADA

**Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.**

# Black Diamond for Cutting




When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

**Established 1863**

## Black Diamond File Works

**G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.**
Owned and Operated by Nicholson File Co.

TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

*Ask for Literature*

## Alex. McArthur & Co., Ltd.

*Established 1879*

82 McGill Street Montreal, Canada

## Another Splendid Addition to the Popular Maxwell Line

THIS new Maxwell product is equipped with a lever fitted with a wooden handle and a convenient foot stirrup to permit of the operation of the machine while seated.

*Maxwell*

## VACUUM WASHER

is a machine that every woman wants the moment she sees it. It is particularly attractive in design and finish, while mechanically, it is correct in every working principle. The most economical and efficient washer for the price anywhere. We place it upon the market with the utmost confidence that it will do everything that is claimed for it.

**Write for Descriptive Folder and Prices**

**Maxwells Limited**
St Marys, Ontario

## PINK'S LUMBERING TOOLS

**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87.**

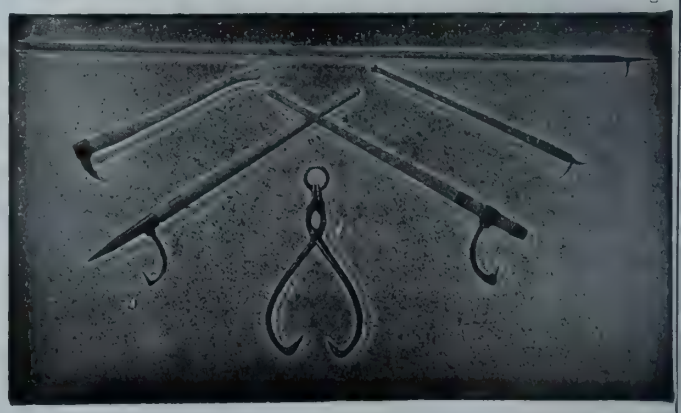
**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

## THOS. PINK COMPANY, LIMITED

**Manufacturers of Lumber Tools**

**Pembroke Ontario**



Order from your Jobber
"MADE IN CANADA"
30 Years' Reputation

# The Lightning Paint Brush Cleaner

Cleans a Brush in a Minute.

(Patent Pending)

THE LIGHTNING PAINT BRUSH CLEANER is the only paint brush cleaning machine ever placed on the market. It cleans so quickly and thoroughly that brushes can be taken from the strongest colors and almost immediately used in snowy white without carrying the faintest trace of color.

It saves 95% of brush cleaning time. It prevents the formation of a heal and thereby lengthens the life of the brush 30%. It saves 100% of brush soaking fluid. It reduces the brush investment from 25% to 50%. It is the only method of thoroughly cleaning varnish brushes.

This means a tremendous annual saving to manufacturers and contracting painters, an amount equalling many times the cost of the machine.

We need dealers and agents throughout the United States and Canada. It's an interesting proposition. Write

**STEWART-SKINNER CO.**
50 GREEN ST. WORCESTER, MASS.
SOLE MANUFACTURES

# Carefully Selected
## Lines of Saleable Goods

Thousands of lines of hardware, and kindred goods, are offered on the Canadian market. To select your stock directly from these would take an amount of time your business couldn't afford. It would be a heavy task to interview all the manufacturers' salesmen and make your selections, beside the ever present difficulty of determining the right lines that the public is going to buy. There are problems of buying in quantities large enough to convenience the manufacturer, and of warehousing the stock when bought. All these services are performed for you by a reliable jobber. May we do it for you?

**Thos. Birkett & Son Co.,**
LIMITED
*Shelf and Heavy Wholesale Hardware*
Ottawa, Canada

**Pressed Steel and Brass Grease Cups**
**Oil Hole Covers and Oil Cups**
**Spring Shackle Bolts**
**Brass Pattern Makers' Dowel Pins**

Catalogues and Prices
Sent Upon Application

**The CANADIAN WINKLEY CO., Ltd.**
WINDSOR

# Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

**"We Ship While Others Are Thinking About It."**

## Wheeler & Bain

**Toronto, Canada**

MADE IN CANADA

# UNIMECO WROUGHT WASHERS

## Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

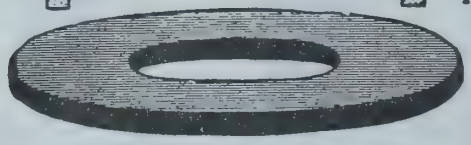
Wrought and Steel Plate

# WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. CO.**
**Milwaukee, Wis.**

# "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

***Manufactured in Canada***

## The Original Keystone
# WESTCOTT
## Adjustable "S" Pipe Wrench

Makes a special appeal to your customers because it can be used in many out-of-the-way places quite inaccessible to the ordinary monkey-wrench. These efficient, reliable wrenches are made of first-class material, and are strong, and durable.

These are the genuine Keystone "Westcott" wrenches, plainly trade marked, "Westcott," on the handle. Many of your customers have used these exceptionally satisfactory wrenches for years and will replace them with no other kind. Display them well. Let the prospects know you have "Westcott" wrenches.

If your jobber cannot supply you, write us direct.

**The Keystone Mfg. Company Postal Station "B" Buffalo, N.Y.**

## An Axe is as Strong as its Handle
# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

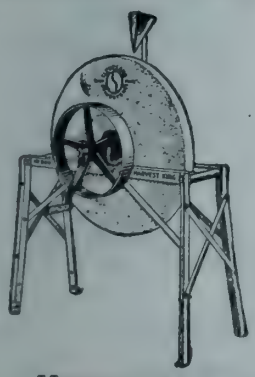
**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

## Mr. Business Man

Those documents, receipts, bills, etc., that represent money in your business deserve full protection against fire.
A Taylor Safe provides the protection they need.
Every Taylor Safe represents the achievement of 65 years of Safe building. They withstand every test of fire duration, intensity or impact.

**Made in 40 different sizes.**
*Write us for quotations on Taylor Safes and Steel Cabinets*

**J. & J. TAYLOR LIMITED**
TORONTO SAFE WORKS
TORONTO - ONTARIO
*Branches: MONTREAL, WINNIPEG, VANCOUVER*


Harvest King

# Let the Engine Turn the Grindstone

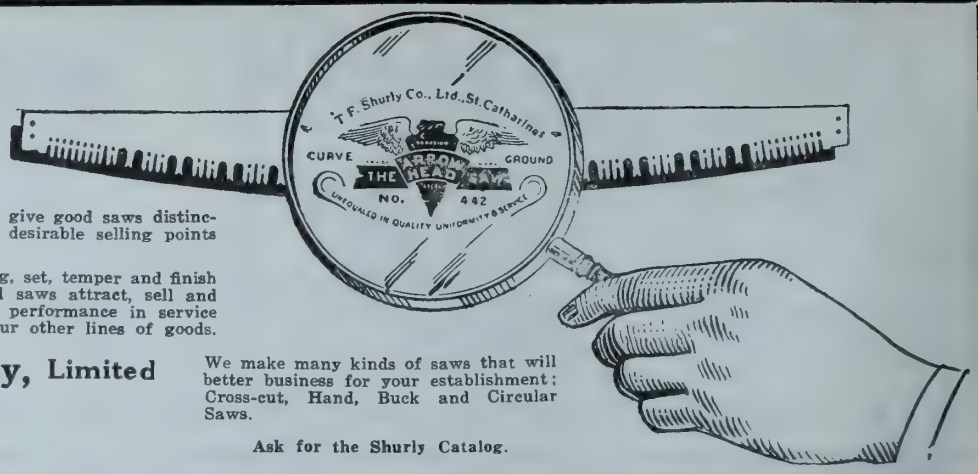
CLEVELAND GRINDSTONES TRADE MARK

Sell power grindstones and let the engine do the work. It only needs the starting of the engine and in a short time all tools are ready for work.
Don't sell cheap grindstones—talk quality and grit—mounted in a well-built frame so it will do the work properly and stand up for maximum instead of minimum amount of work.
Our HARVEST KING POWER GRINDSTONE gives extra good service.

**THE CLEVELAND STONE CO. - CLEVELAND, OHIO**

# Arrowhead Saws

*Vanadium Steel*



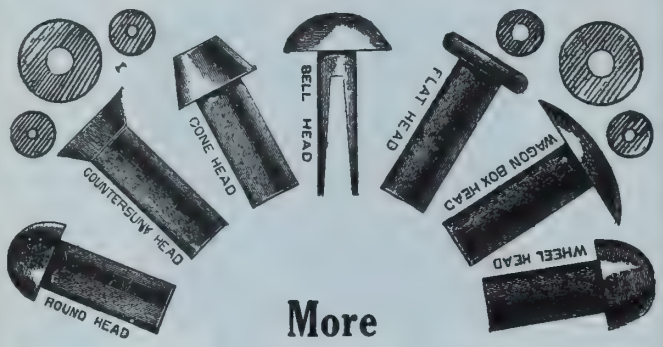

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

## T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

**Ask for the Shurly Catalog.**




# More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

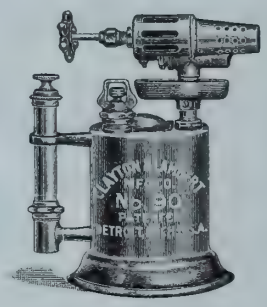
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

## The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

# FIRE!

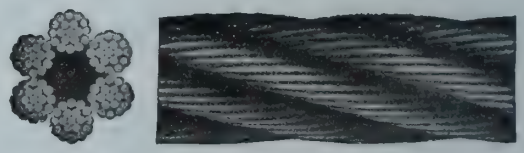



The new, remarkable No. 208 DOUBLE BLUNT NEEDLE TORCH produces the hottest fire, from 200 to 300 degrees hotter than ordinary makes. Soon pays for itself in time and fuel saved. The improved design practically eliminates carbon deposit. Burns either Kerosene or Gasoline by changing the Jet Block. Jobbers supply at factory price. Send for catalog.

No. 208 Torch.
List Price Each $17.00
Ask for Discount.

**CLAYTON & LAMBERT**
MFG. CO.,
10615 KNODELL AVE.,
DETROIT, MICH., U.S.A.

# WIRE ROPE AND FITTINGS



## OF ALL CONSTRUCTIONS

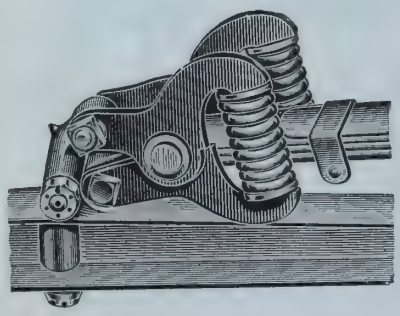
The demand is steady. Are you getting your share of this business? We co-operate with you.

***Have you a copy of our Catalogue?***

**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

## CANADA WIRE & IRON GOODS CO.
HAMILTON

# Star W-X Shock Absorber FOR FORD CARS



Star W-X Shock Absorber for Ford Cars. Simple and easy to attach without extra tools; merely put in place of the removed shackles. Rigid against end or fore-and-aft movement, but offers no interference with regular Ford spring mountings.

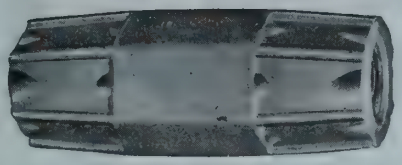
Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

**Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto**

## Star Specialty Manufacturing Company
**227-233 West Erie Street** **Chicago, Illinois**

# DEMON GRIP



Welded Steel

## Pump Rod Couplings

Not only are these more helpful to you in pulling displays but they are far superior to malleable. They are accurately bored and threaded. No wrench can slip on the perfect "hex." Packed neatly and attractively in boxes of 25.

Manufactured by

**Edward E. Johnson, Inc.**

2304 Long Avenue

St. Paul Minn.

## Wellworth Electric Aluminum Coffee Percolator

The FIRST electrically heated Percolator made in Canada

Original in design—Trimmings of the best quality—General appearance handsome and dignified—Working qualities unrivalled—Element easily renewed when necessary.

**Ready Now**

Order as No. 654. ALUMINUM — Capacity 6 cups. Volts 110. Amps 4 to 6.

Also made in Copper—Nickel-Plated—Nos. 644—5 cups and 646—7 cups.

**WENTWORTH MANUFACTURING CO.**

Hamilton - Canada

Owned and Operated by E. T. Wright Co., Limited

MADE IN CANADA

## Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

**A. B. Jardine & Co.**

LIMITED

HESPELER, ONT.

# NAILS WIRE BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS

## STRAIGHTENED RODS

## COPPERED AND TINNED WIRE

**Are You a User? Did You Read This Ad.? If So, Ask for Prices.**

**THE GRAHAM NAIL WORKS**

Operated by the CANADA METAL CO., Ltd.

TORONTO

Viking Quebec Heater

# Fawcett

## STOVES
## RANGES
## HEATERS
## HOT AIR FURNACES

are making money for dealers all over Canada. Are you getting your share? Fawcett goods make money for dealers, 1st, because they are built right, consequently give satisfaction; 2nd, because we use our dealers right.

Large and complete stocks carried in Sackville, Winnipeg, Calgary and Vancouver will enable you to get immediate service no matter in what section of the Dominion you live.

Write to the nearest branch today and if your territory is still open, get our attractive dealer's proposition. Then we will be in a position to go after the Fall trade together.

Fawcett Pipeless Furnace

## CHAS. FAWCETT Limited

**Head Office : SACKVILLE, N.B.**

Branches:

Winnipeg: 171 Market St. Calgary: 409 8th Avenue West

Vancouver: 1052 Homer St.

If interested, tear out this pageplace with letters to be answered.

*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII JULY 16, 1921 No. 29

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## The MacLean Publishing Company, Limited

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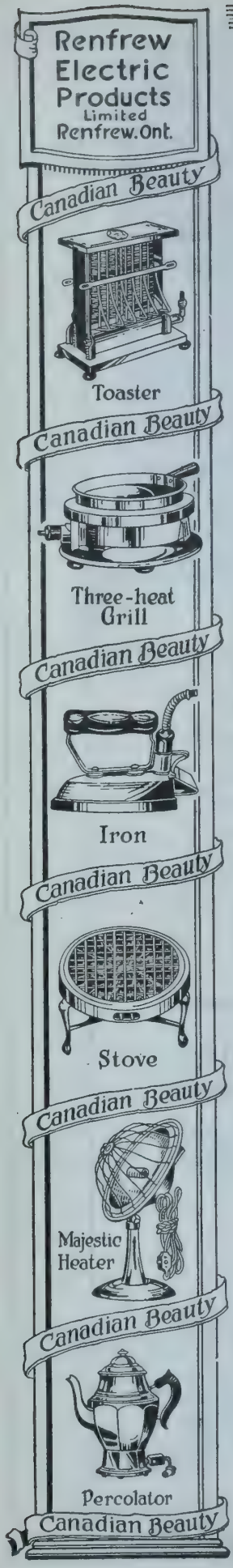


# *Woman Remembers Long After Others Forget*

WOMAN hates more than anything else to be "done" on a purchase.

If she buys something that doesn't come up to her expectations or doesn't prove its money's worth she'll vow to "get even."

She will steer all of her friends away from the store in which she bought the article. She'll even drum up trade for his competitor.

On the other hand, if she's *pleased* with a purchase she will come back to that store for more and she'll bring her friends to buy.

And what is it that pleases her?

*Quality.* The super kind of quality the woman sees, feels and finds in the New Canadian Beauty Electrical Appliance Line.

Stock the New Canadian Beauty Line and you'll appreciate the importance of *Quality*.

We operate on a discount plan, which does not entail carrying large stocks. That means quick turnover—good profits.

Stock up, go after business hard, link up with our big, national, advertising campaign and—watch your profit column bulge!

Order through your jobber or, if you prefer, direct from us.

THE RENFREW ELECTRIC PRODUCTS CO., LIMITED

*Head Office and Works:* Renfrew, Ont.

29 Richmond St. W., Toronto, Ont.; 803 Lindsay Bldg., Winnipeg, Man.

The New

# Canadian Beauty
## Electrical Appliances

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. JULY 16, 1921 No. 29

# Need New Basis for Selling Gasoline, etc.

## Further Consideration Reveals Some Important Points—Retailer Says Average Temperature of Gasoline in Underground Tanks is 35 Degrees—Oil Company Official Says Gasoline Seldom Rises Above 60 to 70 Degrees Fahr.—Is Standard of 60 Degrees Therefore Too High?—Says Retailers Can Adjust Local Prices to Cover Variation.

**SECOND ARTICLE OF THE SERIES.**

CONTINUING the discussion commenced in the last issue of Hardware and Metal concerning the need for a new basis of selling gasoline, turpentine, coal oil, linseed oil, lubricating oils etc., a number of the letters received from retail hardware merchants concerning this matter are reprinted herewith. These letters outline definitely the difficulty which these merchants are having in securing a profit from the sale of such lines and they offer some suggestions to rectify the situation.

Bruin Brothers, Hardware, Lion's Head, Ont., write: "I noticed in an issue of Hardware and Metal that some hardware merchants were telling their experiences of short weight on gasoline. Since that time we have been weighing and measuring each tank on a 50 bbl. lot just received and we find a shortage on every tank. When buying any other line and we find a shortage we always bill them back and they mail us a credit note for same. Do you not think we would be justified in returning draft to the oil company with account for shortage attached and demand a credit for same?"

A. H. F. Stelck, Vice President and Manager The Sutherland-Stelck Hardware and Implement Co. Ltd. Dauphin, Man. writes.

"Re losses in handling gasoline and oil, there is in our opinion a loss of 5 to 7% due to evaporation and the fact that it is purchased on a basis of weight at a given number of pounds according to specific gravity (Baun Hydrometer tests at 60 degrees Fahrenheit).

### Average Temperature 35 Degrees.

"Practically all gasoline is now handled out of large tanks from underground where the temperature is 35 degrees on the average, winter and summer. The retailers are compelled to sell at Imperial gallon measure, at an average temperature of 35 to 40 degrees. If the law in regard to oil and gasoline were changed to allow it to be sold to the retailers on basis of the temperature under ground it would, in our opinion, be more fair."

Taking up the points outlined in these and other letters submitted to Hardware and Metal by retailers, it is evident that some helpful suggestions are outlined.

The suggestion made in the first letter that the retailer seek a credit note from the oil company for any shortage is not feasible unless the shortage is caused in some other manner than from the difficulty under discussion. Consideration of the problem seems to confirm the statement originally made by Hardware and Metal, to the effect that the solution of the difficulty lies with the Weights and Measures Dep't which should make necessary the retail sale of these products on the same basis as that on which they are purchased. Seeking adjustment from the oil companies would not be a satisfactory solution of a problem caused by a wrong fundamental principle.

### Little Loss From Evaporation.

In the second letter a loss of 5% to 7% due to evaporation and the present basis of selling is mentioned. This is questioned by the oil companies as they are of the opinion that loss from evaporation is a very minor consideration providing the gasoline is rightly handled, and on the other hand the loss due to expansion and contraction is rated at 1 per cent for every 20 degrees temperature variation from the standard 60 degrees Fahrenheit. On this basis the gasoline would have to be sold at 40 degrees below zero to make a variation equivalent to 5% and the 7% variation would be well nigh out of the question.

The statement in this letter that the merchants sell at an average temperature of 35 to 40 degrees is an important one. The oil companies contend that taking it as a whole the standard of 60 degrees temperature is a fair basis having in mind the average temperature winter and summer and the fact that gasoline sales are heaviest during the warm weather. On the other hand the argument advanced by Mr. Stelck that the majority of gasoline is now sold from underground tanks, is important in view of the fact that the temperature at the level of these tanks is much less than above ground. Of course there are many small merchants who will set up a drum of gasoline in the back of the store or in the back yard where the temperature soars to great heights in midsummer, but taking into consideration the large volume of gasoline sold from underground tanks, this argument carries some weight.

An opinion on the subject by T. N. Clayton, Secretary Treasurer North Star Oil and Refining Company, Winnipeg, Man., is as follows:—

### Oil Official Says Some Ground For Complaint.

"Dealing with this subject as pertaining to gasoline and coal oil only, there is some foundation for the complaint of retail merchants that certain commodities are purchased on the basis of gravity or you might say "gravity gallons" whereas they are sold on bulk measure. As a matter of fact the merchants have not much to complain of in this regard for this loss is stood by the oil companies themselves. For instance, all purchases made in tank cars are made on the basis of the capacity of the car, temperature adjustment is made on the basis of 60 degrees Fahrenheit. When we sell these goods in drums they are sold by weight gallons and there is no loss to us and as a rule there is no loss to the merchant either, as he passes the drum on to his customer on the basis of the gallonage marked on the package which is what he paid for.

"The greatest loss from this source occurs in tank waggon and filling station deliveries which are almost exclusively in the hands of the oil companies. If we buy gasoline at 60 temperature and sell it from tank wagons and filling stations at 40 below zero we lose 5%, against this however is the fact that most of the gasoline business is done in the summer time. Even so, the temperature of gasoline rarely rises above 60 to 70 degrees unless exposed to the sun.

### Where Merchant Loses.

"The merchant when he buys from the tank wagon is still buying on the same basis as he sells. The only place where I can see that the merchant loses out is when he buys in drums which are sold to him on the basis of weight gallons and sells from a pump in small lots. Even when he does this, it is our experience that he is not losing anything as he usually charges 50 cents per gallon regardless of the market price of gasoline at the time."

This letter contains a great deal of interesting information concerning the handling of gasoline, coal oil etc., throughout the various branches of trade, but in so far as it deals with the retailer's problem which is under consideration, it only serves to confirm the fact that some revision of the basis of sale is necessary. The only argument advanced to offset the admission that the merchant loses when he purchases on the weight basis and sells by measure, is that he "generally charges 50 cents per gallon regardless of market price at the time." In this connection, while the merchant in some small non-competitive centres might be able to do this, yet it would be a difficult thing for him to hold up prices and expect to get business in competition with local garages, and in view of the low prices given by the oil companies to farmers with tractors who purchase in fairly large quantities.

### Seldom Rises Above 60-70 Degrees.

The statement that gasoline seldom rises above 60 to 70 degrees unless exposed to the sun is also important as it indicates that in taking 60 degrees as a standard, there is not much provision for the low temperatures generally reached by gasoline underground or for its sale during the cool weather.

The statement of this and other oil companies, to the effect that the price is largely within the control of the merchant and that he can make up for any variation in volume by getting a few cents more per gallon, does not help in the least to solve the problem. It should not be necessary for any such indefiniteness to enter into the question of the basis for purchasing and selling these products, and if a proper basis is established it will be better for all concerned. This series will be continued in the next issue.

# To Prevent Dumping of Steel Goods

## Shipment of Steel Goods into Canada to be Accompanied by Certificate Showing Price as Equivalent to Cost of Manufacture on Date of Shipment.

THE Dominion steel trade generally, and the Canadian manufacturer in particular, are undoubtedly vitally interested in the recent amendments to the Canadian tariff regulations which are aimed at further reducing the possibility of dumping United States steel goods into this Country at reduced price levels, which contain a distinct advantage to the American manufacturer over his Canadian competitor.

According to the latest amendments, tariff amendments now require that for every shipment of steel into Canada, the accompanying invoice shall contain a certificate from the shipper to the effect that the price of the goods quoted on the invoice is equivalent to the cost of manufacture, at least on the day of shipment, plus a reasonable margin of profit for the producer.

In normal times this ruling would probably have a minor influence only upon the Canadian trade but with markets limited, and the manufacturer or dealer willing to sacrifice his goods at well under current market prices in order to clear out his stocks, and realize a part of the cost at least the Canadian field would be readily flooded with the lower priced goods and the Canadian manufacturer would be in no position to compete.

A further revision, bearing along the same line, and with similar aims in view, provides that goods shipped into Canada be valued for the purposes of the tariff in Canadian currency at par plus the rate of exchange on the day of shipment. A large number of American firms, with accounts in Canada have taken advantage of the exchange situation by quoting in Canadian currency at par, and with liberal premium on American funds they were able by this means to enter the goods into Canada and offer them under the current price rate. Such procedure has been regarded as an evasion of the anti-dumping clause, which it is expected the new amendments will overcome.

### PUBLISHING UNDER STRIKE CONDITIONS

**Since the issue of June 4, Hardware and Metal has been published under strike conditions, the printers and allied trades having made demands for less hours and an increase in wages which this and other publishing firms considered impossible and entirely foreign to the present tendency toward lower prices and decreased costs. We would therefore ask the temporary indulgence of our readers, if this issue is a little late. Complete service on news, trade features, market reports etc., is being continued as usual and plans are being perfected whereby regular date of publication is expected to be resumed very shortly, irrespective of those on strike.**

### CANADA INCREASES ZINC OUTPUT.

Montreal.—While much still remains to be done, a hopeful indication that the British Empire may become self supporting in the matter of spelter production, is the increase in output, and the construction of a successful electrolytic treatment plant at Trail, B.C., with a capacity of 15,000 tons a year.

Figures of Canada's zinc output are encouraging, and show that it has quadrupled since 1916. Previous to this the output was negligible and the Bureau did not keep a record of it. Figures given out in a report issued by the Imperial Mineral Resources Bureau of London, Eng., show the output from Canadian mines in 1916 was 2,655 tons and in 1919 it had jumped to 11,005 tons.

### WESTERN NOTES.

Meeting Creek, Alta.—The death has occurred of the wife of Arthur White, local hardware merchant.

J. Kennion of the British American Paint Co., Hanna, Alta., recently spent a few days in Calgary on a business trip.

### WHAT IS YOUR OPINION?

**Hardware and Metal will welcome contributions from all branches of the trade interested in the sale of gasoline, lubricating oils, coal oil, turpentine and linseed oil, concerning the matter outlined in this article. This is the second of a series of articles to appear, based on investigations conducted by Hardware and Metal, designed to show up the weaknesses of the present system of handling these products through the retail trade, and to show where responsibility lies for correction. Many retailers report losses on handling these products due to the lack of a standard applying to both purchase and sale and the question is therefore one which calls for the utmost consideration.**

*Window display featuring a number of vacation and hot weather lines including hammocks, hammocouches, chinese lanterns, sporting goods, children's shore and other toys etc. A wide range of lines is offered for attractive display at this season of the year, including requirements for summer cottage, for the camping or motoring trip and for the hot weather spent in the city. This article tells how a number of hardware merchants are attracting customers to their stores in the interests of such lines.*

# Novel Ideas Which Help to Move Vacation Lines and Hot Weather Goods

Many and Varied Ideas Being Introduced by Many Hardware Merchants in an Endeavor to Move Stocks of Seasonable Lines—Abnormal Activity Reported by Some Merchants—Toys, Sporting Goods, Household Equipment etc., featured.

ADVANTAGE is being taken by hardware merchants generally, of the abnormal spell of hot weather which has been experienced already this summer, judging by the indications seen by representatives of Hardware and Metal on personal calls and through the medium of local advertisements of merchants in various parts of the country. A number of good suggestions are offered in some of these cases which may be used by others in the trade.

One downtown retail hardware firm in Toronto reports the biggest sale of electric fans and other hot weather goods which it has had at any time in its history. A recent three day's business was said to be the largest since the three days prior to last Christmas, when a usually large holiday trade is experienced. Under prevailing conditions this situation is somewhat noteworthy.

**Big Run on Fans.**

The manager of this store stated that the call for electric fans had been so great that fans which had been used for some time in the various departments of the business were brought out, cleaned up and sold second-hand, for a fair price. A great many of the store's regular customers had placed their orders for fans even though the stock had been depleted. A waiting list was therefore compiled and the country scoured for an emergency stock. Much the same run was experienced on refrigerators, water filters and coolers, vacuum bottles, ice cream freezers, etc., which were featured in the ads.

One of the ads which was responsible for bringing in considerable of this class of business was worded as follows:—

"Dog Days Comforters. It is the poorest kind of poor economy to do without the things necessary these hot days to insure cool comfort in the home or office. A visit to our store, which, by the way, is an inviting place to shop in warm weather, will suggest many inexpensive articles including the following, electric fans, refrigerators, filters and coolers, iceless refrigerators, thermos vacuum bottles, ice cream freezers and dippers, beverage shakers, garden hose and fittings, hammock couches, lawn chairs, tents, kitchen cabinets, etc.

"Most likely your summer home requires a new oil stove, refrigerator, verandah furniture, enamel or aluminum cooking utensils and cottage cutlery. Why not purchase both your cottage furniture, and holiday requisites from complete stocks in our pleasantly cool store."

Emphasis is laid in the advertising on the coolness of the store as a place to shop. This is an important factor, especially with women shoppers, who find the heat one of the biggest impediments to shopping. In this case steps are taken to keep the store cool.

**Getting a Line on Tourists.**

As many of the sales of such lines as these are made to tourists, a novel suggestion made by another firm which specializes in camping equipment and summer resort needs is that of making an arrangement with a large local grocery firm which is very prominently located in the centre of the city, to recommend it as a place to buy such requirements. The hardware reciprocates by recommending the other store for any requirements of customers for its lines. This little service is appreciated by tourists who are unacquainted with the city and would otherwise have difficulty finding such stores. It is also found that such tourists are excellent prospects for business as they generally come with sufficient funds to purchase any lines which might add comfort to their trip. There are a great many such accessories on the market and this firm constantly features a window of such lines to catch the eye of the tourist.

**Summer Vacation Specials.**

Ingram & Davey, St. Thomas, Ont. make a specialty of summer vacation lines and in their recent advertising they announce a "Summer Vacation Directory." This ad, illustration of which is shown

elsewhere, deals with sand pails and other shore toys for the children, hammocks, deck chairs, accessories for motorists and other equipment to enhance the comfort of the tour, couch hammocks, porch swings, refrigerators, oil stoves, waffle irons, summer sport goods, refrigerators, gas lamps. The ad illustrates some phase of summer activity and the various lines are also illustrated, thus lending force and directness to the advertising.

Motor car lunch sets are advertised by W. H. Thorne & Co. Ltd., St. John, N.B., as the thing needed when touring or on a day's outing. The complete outfit can be handled with ease and can be attached to the automobile with little difficulty. This firm in another ad illustrates a number of Sea Shore Toys and other summer lines for the children, pointing out that "sand toys and sea breezes with bright sunshine, bring long hours of keen, healthful pleasure to the little ones."

**Wide Range of Vacation Requirements.**

Vacation comforts are also dealt with in the ad by Tourtellot Hardware Co. Port Arthur, Ont. under the heading "Here are a few articles you cannot afford to be without during vacation time. It lists vacuum bottles, hammocks, flashlights, mosquito nets, watches, compasses, waterproof match boxes, safety razors, pocket knives, fishing tackle, camp stoves and wire camp racks, pack sacks, tents, canoe paddles, etc. Adding to this extensive list of seasonable lines is the ad by Consumers' Hardware & Supply Co. Lethbridge, Alta. which deals with travelling goods including bags and suitcases, steamer trunks, wardrobe trunk , etc., After pointing out that these are lines which one need not be ashamed of, it states "Remember you are often judged by the cla of baggage you carry."

**Canning Season Opens.**

Taking advantage of the housewife's interest in seasonable merchandise, the Walkerville Hardware Company, Walkerville, Ont. is following the idea of making a direct appeal to the feminine trade at the opening of the canning and preserving season and to this end special demonstrations are being made.

Favored by exceptionally large window display space, it has been possible for the firm to dress its front with a striking display presenting practically everything that is needed by the housewife both i general cooking and in the more exacting work of putting down fruit for the season, all in attractive and clean-looking utensils.

**Model Kitchen.**

In addition to the fine window displays,.... a model kitchen has been installed in the store, presided over by a trained demonstrator. This kitchen is continually busy, presenting to the womenfolk tangible evidence of the serviceability of the ware being marketed. The demonstrator prepares all forms of "eatables," which are served to interestep customers, and the demonstration has been the means of arousing much interest in these utensils.

**NOVEL WATCH COMPETITION**

James S. Neill & Sons, Ltd., who advertise themselves as "Fredericton's N.B. Big Hardware Store" have been running a novel competition. A large display of watches was made in their uptown window and the public were invited to guess how many watches there were in the window. A coupon was placed in the advertisement, and it was necessary for the guesser to fill in this coupon with the number he estimated to be the quantity of watches in the window, and sign same with his name and address. The winner of the competition to receive a watch. It was also necessary for the guesser to bring his coupon to the store, not mail it, the idea being to have as many visitors as possible to the store.

R. Chesnut & Sons, Ltd., Fredericton, N. B. are making a drive on the Farm Fencing business and using large space to advertise the fact. They are offering to prepay the freight to any point in N.B. and advise their customers that the price is as low as any mail order house in Canada and furthermore, that they can ship orders on the same day as received. Another important item is the announcement "Terms cash with order."

*Group of ads showing how hardware merchants in various parts of Canada are featuring summer vacation and hot weather goods. A wide range of such lines is stocked in the hardware trade and these lend themselves well to display or other publicity. A check over the list of hardware lines which could be so treated will surprise many merchants by its size.*

## *For the Man Behind the Counter*

# Helps for Retail Hardware Salesmen

Retail Salesmen Can Help to Solve the Current Problems Facing Hardware trade. Some important points in Retail Selling Emphasized.

IN these days when the thoughtful merchant is missing no opportunity to improve his service to his customers from the inside of the organization, studies in salesmanship and helpful points to those who stand behind the counter are useful and effective contributions to turnover. Some of the more aggressive stores are conducting classes in salesmanship, believing that the time devoted to it will be well spent and will show actual cash returns. One hears on every hand these days that salesmanship has to reach new high levels if the rate of turnover is to be maintained or increased during the period of intense competition through which we are passing and will continue to pass for some considerable time. That being the case, is not the part of wisdom for proprietor and sales' force to get together once during the week to discuss little problems of salesmanship that arise from time to time? For instance, a customer may come in and the salesman serving him may find difficulty in approaching or overcoming his resistance. This customer's resistance may present a new angle to salesmanship which, when discussed with other salesmen, may lead to greater efficiency on the part of the whole sales' force. We believe that much good can come from discussions on our lectures in salesmanship.

The following points on salesmanship were given by the head of a department in an address to the members of the sales' force on this very subject.

Avoid such expressions as "Something?" or "Did you want to be waited on?" You may assume that the customer wants something or would not be in the store.

Suit your opening remarks to the type of customer confronting you. Say and do first what you think the customer will like best.

Let your speech have a tone of sincerity. Talk as if you believed what you said.

Be prompt in showing goods that the customer asks for. You should know your stock so well that you can immediately find anything mentioned.

Bring the goods to the customer if possible, instead of asking him or her to walk the length of the counter or of the department. Doing so cannot fail to impress the customer with your desire to be of service.

If possible, place the goods in the customer's hand, or, at least, within easy reach. People like service that saves them physical exertion.

By sizing up your customer try to determine preference in color, style, or quality and to show first what will suit best. What the customer looks at or picks up may give you a clue to what he is interested in.

Handle your goods in a manner that will enhance their value instead of throwing them on the counter or otherwise showing that they do not impress you as being desirable.

See that nothing is on the counter that may detract in any way from the appearance of the goods you are showing.

In order that the first sight of the goods may create a favorable impression, show them in a way that will interest the customer most.

The rapidity of presenting ideas should be regulated according to the individual needs of each customer. All people do not think at the same rate. Those of nervous temperament who seem hurried will need a more rapid-fire presentation of selling points than those who are more deliberate. The nervous man jumps to conclusions if you do not give him the facts in a concise manner. The deliberate man will require minute explanation without a semblance of hurry.

A study of the merchandise itself, inquiries directed to the manufacturer, a talk with your buyer, and a careful study of the reading columns and advertising pages of trade papers devoted to the subject, will supply the information necessary to tell why your goods will fill the customer's wants, and will enable you to overcome objections that the customer may make.

At times a direct comparison with other goods may convince the customer that the merchandise you are trying to sell is most desirable.

Try to show first about the grade of goods the customer will want to buy. It is so much easier for the customer to say "Show me something better" than to admit that she cannot afford to or does not wish to pay the price asked. Work upwards in price from the first article, and each succeeding article will benefit by comparison with the preceding one.

Overcome objections tactfully by seeming to agree. If the customer says, "It is too high priced," your response might be, "That may seem so, but—" and further selling points follow. Nothing is high priced. There are various grades of goods, and some are better than others for reasons a well posted salesman will know.

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*'The man who once so wisely said,*
*Be sure you're right, then go ahead;*
*Might likewise have added this, to-wit*
*Be sure you're wrong before you quit.'*

Hardware and Metal

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The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal Vancouver Toronto Woodstock Winnipeg

IT WAS ALWAYS predicted that a good spell of seasonable weather would speed up sales of seasonable hardware lines. Some parts of Canada have been experiencing tropical heat for a week or more and hardware merchants report a considerable stimulation of business. One Toronto firm which this week reported the biggest three day business since the pre-Christmas shopping last December, was forced to polish up a number of electric fans used throughout their own building and sell them second-hand to satisfy customers. This is real "service" at a personal sacrifice.. Refrigerators, lawn hose, ice cream freezers etc. also felt the effects of this hot weather stimulus.

* * *

A 300,000,000 bushel crop for Western Canada, such as is now predicted, would be worth about $425,000,000. This sum of money for Western Canada farmers should do much to relieve the financial strain and help retail hardware merchants to secure settlement of many outstanding accounts. The effect upon all branches of retail trade of the harvesting of such a bountiful crop will no doubt be felt throughout all branches of trade in this country.

* * *

POPULAR slogans are frequently good mediums for stirring up interest and securing the co-operation of merchants to push harder for business. Merchants in one section are said to have crystallized their effort under the slogan "Sell Now." Expanded, this term means; use redoubled efforts in every medium of selling to attract the attention of the public and dispose of goods. It is likely that most merchants have recently seen the advisability of taking such steps, but if aco-operative effort among local merchants under some such slogan will get better results, by all means start the organization right away.

* * *

F. W. WOOLWORTH CO. announce that their sales for the month of May 1921 aggregated $11,202,722. The sales for the first five months of 1921 showed on aggregate increase of $1,924,-562 over the corresponding months last year. This is sufficient asnwer to those who say the public will not buy. Stocking goods that the people need and knowing how to display them is an important factor in the Woolworth stores and the suggestion is one which can be used by other merchants to advantage.

## INTERESTING POINTS IN GASOLINE CASE

AS further progress is made in the discussion concerning the basis for the purchase and sale of gasoline. coal oil, lubricating oil, turpentine and linseed oil, (as introduced in July 9 issue of Hardware & Metal), it becomes more and more evident that the solution of this long standing problem lies with the Weights and Measures Department at Ottawa which, apparently has been very lax in shaping the regulations to suit present day needs.

Letters appearing in this issue from retailers and from the companies set forth a number of interesting points. The definite testimony of substantial hardware merchants that shortages are experienced regularly when buying these products on a weight basis and selling them by measure, indicates that some action is necessary, and is needed quickly. The suggestion of one merchant that application be made to the oil companies for a credit when shortage is discovered is questioned in view of the fact that the oil companies in selling on the weight basis to the retail trade hav adopted what is perhaps a fairer method than that of selling from tank waggons, in which case no complaint is heard because the retail merchant buys on the same basis as he sells and there is no room for discrepancy due to temperature, although variation due to this cause really occurs. The oil companies have gone to a great deal of trouble in preparing tables setting forth the weight of a gallon of gasoline at varying density, for the guidance of their filling stations where the drums are used, and the difficulty rather lies in the fact that the retail trade do not sell on the same basis of so much weight for a gallon of gasoline according to its density.

A reported loss of 5 to 7% is perhaps a little large due to the fact that there is little loss from evaporation and the loss from contraction and expansion amounts to about 1% for every 20 degrees variation from the standard of 60 degrees Fahr. The gasoline would have to be sold at 40 degrees below zero to result in a 5% loss.

Some important facts concerning the average temperature of gasoline are given in these letters, and this is important evidence in view of the standard of 60 degrees which is set by the oil companies. One merchant states most gasoline is sold from underground tanks where the average temperature is only about 35 degrees. An oil company official states that gasoline seldom reaches a higher temperature than from 60 to 70 degrees unless exposed to the sun. Therefore in view of the low temperatures which it is possible for it to reach, 60 degrees would seem to be a fairly high average.

Where gasoline is sold to the retailer from the tank waggon there is no discrepancy because it is bought on the measure basis and sold by measure and while temperature affects it just the same, it does not enter into the question of volume which is actually sold. On the other hand the Imperial gallon of gasoline sold in the summer will not contain as much weight of gasoline as the gallon sold in the winter, and the ultimate user, the motorist, is therefore forced to suffer a discrepancy in the warm months as compared with the colder weather. The motorist will find he does not get as much mileage from a gallon of gasoline in the summer as he will in the winter, all other things equal. Undoubtedly the weight basis is the fair method, but what is required is some regulation or facilities which will enable the retail trade to sell gasoline, coal oil etc. on a weight basis so that there will be no discrepancy to be borne by the retailers and no variation in the quantity purchased by the motorist at various seasons. A little activity on the part of our slumbering Weights and Measures department at Ottawa would be welcomed by the retail trade.

## MARKING OF IMPORTED GOODS

IN view of the fact that the time is approaching when the amendment to the Canadian Customs Tariff Law, dealing with the marking of the country of origin on imported goods, is to be made effective, it is interesting to note the discussion which has centered around the suggested adoption of similar regulations in England. A recent editorial in the English Ironmonger states that the Committee on Merchandise Marks reported against marking generally, but suggested that it might be applied in individual trades. Traders in England are said to be divided on the subject, the majority being rather against compulsory marking. It is thought that the adoption of such legislation in Canada may influence the decision of the British Government in this matter.

The amendment as it stands in this country is that after September 1 next all goods imported into the Dominion must be marked, stamped, branded, or labelled so as to indicate the country of origin, in legible English or French words, in a conspicuous place that "shall not be covered or obscured by any subsequent attachments or arrangements." The only imported goods exempted from this rule are those which would be damaged by being marked. The form of marking adopted is to be as nearly indelible and permanent as the nature of the goods will allow. Goods which do not comply with these requirements will be subject to an additional 10 per cent ad-valorem duty and will be held by the customs until they have been marked. The penalty for infringing these rules is a fine not exceeding $1,000 with or without imprisonment for one year. The defacing or removing of the marks of origin is also illegal.

# Events in the Trade

### BUSINESS CHANGES.

Paisley, Ont.—A. E. Pickard has purchased the hardware business of S. M. Davidson.

### FIRE LOSS.

Westboro, Ont.—Stevenson Bros., hardware, have suffered fire loss.

TORONTO:—In a fire which seriously damaged a large building on Richmond St., the following firms were among those suffering loss:—Marshall, Son & Bunny Co., manufacturing agents; Kerr File & Tool Co., Limited, toolmakers; Wm .Atkins & Co., Limited, tool manufacturers; Joseph Evans & Co., tool manufacturers; C. Hampton Co., toolmakers; W. Gilberson & Co., steel products; J. Brockhouse Co., Limited, axles and springs; Howse & Burley, auto lamps. De Laval Co., dairy machinery.

### INCORPORATIONS.

The business purchased last year from the Buck Stove Company, Brantford, and since then operated as a branch of the McClary Mfg. Co., London, Ont., has now been incorporated as a separate business, under the name of The Happy Thought Foundry Company, with W. W. Nobbs, formerly sales manager in London, as its general manager.

### PERSONAL.

A. Eagle, of 285 Sumach Avenue, Toronto, has recently joined the sales staff of the Ideal Aluminum Products Limited, Toronto.

President Thomas Jones of the Cowan Hardware Co., London, Ont. who has been seriously ill for several weeks is reported considerably improved.

In the big bowling tournament at Essex last week a rink of which Ivan Cook of Leamington was runner up in the first event and Leamington bowlers captured three of the finest prizes.

Norman E. Horn, superintendent of sale services, Winchester Repeating Arms Co., New Haven, Conn. is now advertising manager as well, succeeding W. I. Shigg.

Charles P. Catlin has resigned as jobbing sales manager of the Oneida Community Ltd. Oneida N.Y. to become manager of sales promotion in the cutlery division of the Remington Arms Co. Int. Mr. Catlin has spent thirty-one years in the hardware business.

George Henderson, president, Brandram-Henderson Limited, is at present on a business trip through the Western provinces to Vancouver. Mr. Henderson will be away from his Montreal office the remainder of the month.

P. A. Austin, late of Vancouver, where he was western manager for Canadian Explosives, Ltd., has been promoted to the management of the eastern affairs of the company, with headquarters in Toronto.

### OPENING NEW OFFICES

The Shell Company of Canada, oils and greases, 3608 Notre Dame St. East, are opening down town offices in the Drummond Building on St. Catharine St.

### MOVES HARDWARE BUSINESS

TORONTO,—C. F. Lewis is moving hardware store to 1927 Davenport Road.

### SENIOR TRADE COMMISSIONER RESIGNS

MONTREAL—Capt. E. J. Edwards, His Majesty's Senior Trade Commissioner for Canada and Newfoundland has resigned his position which he has held for the past 18 months. At the request of the British Government, Capt. Edwards has agreed to remain at his post here until the end of the year, or until the arrival of his successor, when he will return to England.

### MERCHANTS IN AMHERST, N. S. FORM AN ASSOCIATION.

Amherst, N. S.,—At a meeting of the retail merchants the Wednesday afternoon half holiday for the months of June, July, August and September was adopted by a large majority. Most of the stores commenced the practice, but a number remained open owing to the closing not having been sufficiently advertised previous to this time.

The merchants also petitioned that during Jan., Feb. and March, the stores close at 5.30 p.m. instead of 8.30 p.m. on Tuesday.

That Christmas evening shopping begin not more than ten business days before Christmas, and that the regular hours for closing again come into effect on the first business day after Christmas.

That the stores remain closed on the following holidays, New Years, Good Friday, Victoria Day (May 24), Dominion Day (July 1st), Labor Day, Thanksgiving and Christmas; and that the privilege is given the merchants to keep their places of business open until 10 p.m. the night before any of the above holidays. Christmas Eve as desired.

That during the months of June, July, August and September, the stores be closed Wednesday at 12 o'clock noon, and remain so during the day.

That during the half-holidays in June, July, August and September the Restaurants and Refreshment Stores be not allowed to sell groceries.

**Retail Merchants Association.**

Another important decision arrived at was, the formation of a local branch of the Retail Merchants Associated, to be affiliated with the Dominion Retail Merchants Association. The officers of the local branch were appointed as follows:

President—Randolph Adams.
Vice-Pres.—C. L. Martin.
Secretary—A. L. Wright.
Treasurer—C. B. Chapman.

Petitions are being circulated and it is expected that the association will have a large local membership.

### MEETING OF MARITIME WHOLESALE HARDWARE ASSOCIATION

The annual meeting of the Maritime Wholesale Hardware Men's Association was held at the Pines, Digby, N.S. The following officers were elected for the ensuing year: W. G. Stratton, St. John, president; A. W. Morton, Halifax, vice-president; Miss Irene O'Brien, St. John, secretary; with the election of the following members to form the executive, J. F. Tilton and R. M. Bartsch, St. John, R. P. Dickson, Moncton; J. L. Crowell, Halifax; E. Spinney, Yarmouth. Other St. John representatives were H. W. Emerson, P. D. McAvity, E. J. Terry. The guests included: H. J. Marven, S. E. Elkin, G. Johnston, G. W. Campbell, J. McN Read and C. Huestis. Many of those present were accompanied by their wives and daughters, who were entertained with motor drives to the surrounding country. A very enjoyable dance was held at The Pines, Digby.

The newly elected president, W. G. Stratton, is the buyer for Messrs. T. McAvity & Sons, Ltd., St. John, N. B., and is said to be a man well fitted to fill the important position of president of the Maritime wholesalers.

### HOLD DOLLAR DAY.

The merchants at Gananoque, Ont. held a most successful Dollar Day sale and all who were interested in it are greatly pleased with the outcome. A series of prizes were offered, comprising $40 in cash and $60 in merchandise. The prizes were distributed under the supervision of Mayor W. J. Wilson.

### FAKE U. S. RAZOR BLADES BEING SOLD IN GERMANY.

Imitation American razor blades made in Germany leave the face in an unsatisfactory condition, according to evidence introduced in a suit brought in Berlin by the representative of an American firm who is seeking an injunction prohibiting the manufacture of the imitation blades under an American label.

One of the witnesses called in told the court he used a genuine American blade on the left cheek and a German imitation on the right side of his face with the result that the latter produced unsatisfactory results.

### HOW HE SOLD 93 LAWN MOWERS IN A WEEK.

A hardware merchant recently sold ninety-three lawn mowers in a week by advertising that every mower was specially priced and with every mower sold during the week would also carry absolutely free one $1.25 grass catcher, one 75 cent lawn rake, one 60c grass hook, one 50 cent grass shears and a pint can and oil. This suggestion for stimulating sales of lawn mowers can no doubt be used to advantage by others in the trade at this time.

## *Hardware Letter Box*

**Information on trade topics will be gladly supplied to subscribers through this department.**

### SPONGE BALLS

Samson and Filion, 341 St. Paul Street, Quebec—Will you please let us know from which Canadian firm we can procure sponge balls?

Answer—A sponge ball of English make is handled by The H. S. Howland and Sons Co., Ltd., 138 Front Street West, Toronto, Ontario.

### WOODEN HANDLE MANUFACTURERS.

H. W. Reimers, Steinbach, Manitoba—Can you quote us the address of Messrs. John Raybone and Sons, Ltd., makers of all kinds of wooden handles?

Answer—This firm is located at Birmingham England. They are represented in Canada by Messrs. T. Mortimer and Co., Wellington Street West, Toronto, Ontario.

### POULTRY COOPS.

J. W. Rork, Norwood, Ontario—Would you kindly let me know where we can procure chicken coops for exhibiting poultry at fairs?

Answer—The Collings Manufacturing Company, Toronto, Ontario, and the Rideau Specialty Company, Smith Falls, Ontario.

### GRAVE MARKERS

Braithwaite Bros., hardware merchants, of Huntingdon, Que.—Kindly advise where we can secure markers for cemetery lots?

Answer—The following is a list showing names and addresses of manufacturers of grave markers: Barbee Wire and Iron Works, Chicago, Ill.; F. P. Smith Wire and Iron Works, Chicago, Ill.; Gowanda Agricultural Works, Gowanda, N. Y.; Berger Mfg. Co., of Cincinnati, Ohio; Minerva Hardware Manufacturing Company, Minerva,Ohio, Albright and Lightcap, Ravenna, Ohio; Hammann Slate Company, Bangor, Pa..

### CEMENT TILE MAKERS.

Frank Dafoe, Madoc, Ontario—Would you kindly put me in touch with the manufacturers of cement tile?

Answer—We can refer you to the following Canadian firms: The Oil Springs Tile and Cement Co., Oil Springs, Ont.; Allen Shoemaker, Kitchener, Ont.; and United States manufacturers as follows: The American Cement Tile Manufacturing Co., 2223 Oliver Bldg., Pittsburg, Pa.; The Federal Cement Tile Co., 110 S. Dearborn Street, Chicago, Ill.; The Erie City Building Tile Co., Erie, Pa.; The Oakfield Cement Tile Co., Oakfield, N. Y.

### DOUBLE SANITARY CLOSET.

Nunn Bros., Hardware, Landis, Sask. — Will you kindly advise us where we can secure a double sanitary closet for use in schools?

Answer—The S. H. White Co., Ltd., Winnipeg, Man., handle the product you have reference to.

### WIRE CAGE RAT TRAPS.

Mills Hardware Company, Hamilton, Ont.—Could you inform us where we can secure wire cage rat traps?

Answer—The McDonald Wire Works, of Drummondville, Que., and also the E. T. Wright Co., of Hamilton, Ont.

### COTTON BAGS.

James Cowan and Company, London, Ont.—Can you advise us the names of Canadian manufacturers of small cotton bags?

Answer—The following list covers makers of cotton and jute bags in Canada: Bemis Brother Bag Co., Winnipeg, Man.; Canadian Bag Co., Ltd., Montreal, Que.; Empire Cotton Mills, Ltd., Welland,Ont., Imperial Bag Co., Montreal, Que.; J. B. and E. Joy, Ottawa, Ont.; Scythes and Co., Ltd., Toronto, Ont.; Sunset Manufacturing Co., Ltd., Winnipeg, Manitoba.

### "THE LA-LO SPRAYER.

Paint and Varnish, Limited, Montreal, Que. —Can you advise us where we can secure a spray for floor oil? We believe there is one called the "La-Lo" sprayer.

Answer—The "La-Lo" sprayer is made by the La-Lo Manufacturing Company, 365 Aqueduct, Montreal. Another sprayer suitable for the purpose you have in mind is the "DeVilbiss," manufactured by the DeVilbiss Mfg. Co., of Toledo, Ohio; while a Canadian made product of this nature is handled by the Spray Meter Company, of London, Ontario.

## *Catalogs and Booklets*

**A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.**

### HAMILTON STOVE CATALOG No. 78.

The latest stove catalog No. 78, of the Hamilton Stove and Heater Company, is now ready for distribution, with net trade price list No. 78 applying to same. "Souvenir" stoves and ranges illustrated are designed to meet any requirement and include various classes of kitchen steel ranges for the home, cook stoves, hotel kitchen ranges, combination cast iron ranges, cast iron cook stoves, the two-in-one souvenir heating, cooking and baking stove, parlor heaters, brick-lined heaters, van heaters, and van cook stoves, laundry stoves and many other lines.

This 40-page catalog of "Souvenir" products contains useful references to the ordering of repair parts, and timely foreward as to service, terms and shipments. The various designs in stoves and heaters are suitably illustrated, with full descriptive matter giving dimensions, weight, and reference numbers. The Hamilton Stove and Heater Co'y. Limited, are successors to the Gurney, Tilden Company, with factory at Hamilton, Ont.

## Trade Enquiries

3224. **West African Trade.**—A Liverpool firm ask for catalogues and prices in duplicate for the following, which they ship regularly to the Gold Coast. West Africa: felling axes, iron bedsteads, hurricane lamps, animal traps and plimsolls (assorted).

3225. **Corrugated iron sheets.**—A Liverpool firm desire catalogues and prices of corrugated iron sheets, all gauges from 24 to 32, size 6 feet by 8 feet by 8-3 inches, for export to the Gold Coast, West Africa.

3226. **Saws.**—A Liverpool firm desire catalogues and prices of pit saws complete with fittings 6 feet, 7 feet, and 8 feet, and cross-cut saws of the same size, for export to the Gold Coast, West Africa.

3227. **Lumbering tools.**—A Liverpool firm desire catalogues and prices of the above, for export to the Gold Coast, West Africa.

3228. **Motor covers and tubes.**— A Liverpool firm desire catalogues and prices of motor covers, all sizes, both beaded and straight side, for export to the Gold Coast, West Africa.

3229. **Cement.**—A Liverpool firm desire prices of the above, in casks of 400 pounds gross, for export to the Gold Coast, West Africa.

3231. **Lanterns, axes, hammers, and builders' hardware.**—A London company who are buyers of hurricane lanterns, axes, hammers, and other tools, and general builders' hardware, are open to consider offers from Canadian manufacturers.

3232. **Hardware and tools.**—A commission agent in London buying for clients in South Africa would be interested to receive regular quotations from Canadian exporters of picks, shovels, iron and steel materials, and other Canadian requirements of the mining districts of South Africa.

3237. **Hardware and metals.**—The London office of an Indian house is anxious to be put in touch with Canadian exporters of all kinds of hardware, tools, and steel staples, building materials, enamel ware and kitchen utensils.

# Do You Want a Real Selling Idea?

Of course you do. Every progressive hardware merchant wants all the good ideas he can get to increase his turnover under present conditions.

To this end a special article will appear in the August 20 issue of Hardware and Metal (the Annual Fall Number).

For this we must have at least one good idea from YOU. This is a co-operative plan. You give an idea and you get a number of them in return. Isn't that fair?

All right. Then you do your part now by sending in to The Editor, Hardware and Metal, 143 University Ave., Toronto, details of some novel idea you have worked out recently which has helped to increase business or to facilitate trade in any manner.

The Editor hopes to receive a letter from YOU within the next week setting forth your suggestions. Help yourself by helping the hardware trade as a whole.

# *News of Western Canada*

# Winnipeg Paint Campaign

Local Campaign in Western City Productive of Good Results.

THE city of Winnipeg's "Paint Up" week did much to stir up local interest in painting, and some of the arguments used in connection with that campaign should be of help to others who contemplate such action.

To start the ball rolling a circular was issued by the Secretary of the club, on the first page of which was a letter addressed to the hardware merchant and entitled "The Year 1921 Will Reward Fighters," a popular slogan. The letter reads:

"Imprint the above slogan on your memory. During the past few years people have come to you to purchase. Now it is different—you must go to them.

"Warm, sunshiny spring days bring on thoughts of painting. The Save the Surface campaign has further increased this desire. The people in your community are sold on the value of painting—all you have to do now is to sell them the paint."

On the inside pages of the circular a number of interesting features are outlined. One of these emphasizes the fact that the merchant must become an enthusiast and spread optimism. It continues: "Conditions in this country, which we are so loudly calling 'hard times,' would be just as loudly proclaimed in any other country of the world to-day'as' over-flowing prosperity.' The community in which you live will be just as prosperous as its inhabitants care to make it. A prosperous community means everything to you. Therefore preach prosperity—spread optimism and encourage all. Meet your customers with a smile. Educate your staff to do likewise. When the weather is bad, smile all the harder. A grin from ear to ear has won many a friend, while a grouch has made many an enemy. When a prospect talks about waiting another year until prices drop lower, point out that prices are down now. Furthermore, convince him that painting is a necessity as well as a beautifier, and the longer the surface remains unprotected, the more paint it will require to do the job and even then a great deal of damage will have been done."

**Paint the Store.**

Bearing out the advice to paint the store, a good example, the circular states:

What faith, Mr. Merchant, would YOU have in a preacher of the Gospel, who was found in a gambling den after delivering a sermon on the evils of gambling? Not much! Then, what faith can you expect the public to have in a merchant who preaches the advantages of painting, but who neglects to put into effect those same principles?

If your store is attractively painted it is a big advertisement in itself. It proves to your community that paint is a beautifier. Further, it gives the public the impression that you are well-to-do, prosperous and up-to-date. Last but not least, that you actually believe that it pays to paint. For yourself, it spells Economy and Prosperity. Economy, because the paint will actually save the surface—Prosperity, because it will attract the eye and bring the people into your store.

Put in your spare moments "painting up." Paint as it comes to you—ready mixed—is easy to apply. Be sure, however, to mix thoroughly before applying. Apart from the economy of doing your own painting, you will better appreciate the excellence of the product you sell and will demonstrate its good qualities. You will also pick up many ideas about painting that will prove of value to your customers.

**Take Stock Twice Monthly.**

Emphasis is laid on the necessity of keeping sufficient stock on hand to supply all demands. "A disappointed customer is a bad advertisement." Get the habit of taking stock of your paint and varnish twice a month during the painting season. Mark down daily in your "want book" the lines you are short on.

Dealing with the subject of displaying paint and varnish, it is pointed out that the public like to patronize dealers whose ways are modern. "Public respect is worth considerable and dealers who are alert recognize its value." This is one strong argument in favor of keeping show windows up to the minute.

One of the world's largest merchants once said "Get the people into my store and I will sell them. The windows are one of the best means of getting people into the store.

**Letters to Prospects.**

A suggestion is made for a personal letter to all farmers and house owners in the locality, enclosing paint color cards. A suggestion for the letter is as follows:

SMITH HARDWARE CO.
Paints and Varnishes
Anywhere, June — 1921.

Dear Sir:

The time to paint is NOW!

Paint prices are down now and not likely to go lower this season.

If you wait another year, you may save a few dollars on your paint bill, but WILL LOSE MANY TIMES THAT AMOUNT THROUGH DETERIORATION.

And not only that—well painted buildings make your farm more saleable and any banker will loan money more readily on well-kept premises.

We carry in stock, all ready for use, all kinds of paints and varnishes. The enclosed color cards will show you a few of the lines we have to offer. If you prefer, we will estimate your requirements, free of charge.

"Save the surface and you save all."

Yours very truly,
SMITH HARDWARE CO.

**Hold Meeting in the Store.**

A somewhat unique suggestion is that the merchant call a meeting of all the people in the community interested in paint and to either address them himself or get a paint salesman to do so. It also advocates that the store interior should be cleaned up and the paint stock put in good order. It suggests that the show cases be brightened by a new coat of varnish, that the shelves and floors be given a coat of paint, and if the paint stock looks shelf worn, to secure a new set of labels from the manufacturer and affix these to the cans, thus freshing up the appearance of the stock.

# Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

NUMEROUS extensive revisions in discounts bring quotations on certain finished steel products and prices of many other hardware lines to lower levels. Recessions of this nature include the new discounts on bolts and nuts; the reductions in piping; lower quotations on stove bolts; price decreases on copper rivets and burrs; reductions on carriage and tinners rivets; and further declines on radiator and boiler quotations. The lengthy list of market developments also covers a new lower level on spring steel prices, and a revision in prices on one line of bits. A decrease in quotations on sad irons, with a further decline in the cost of asbestos sheathing, conclude an important and varied table of changed items.

The usual quiet period of summer trade has been pleasantly improved by the market activity in warm weather lines. Current sales of summer goods are generally satisfactory, with numerous repeat orders having been received. Electric fans, lawn requisites, screen doors and windows, black wire cloth, and insecticides, are popular items included in this seasonable movement.

# Montreal Markets

MONTREAL, July 13.—The outstanding revisions in hardware markets this week include such important lines as bolts, nuts, boilers and radiators. A new bolt and nut list is now issued and through a change in discounts, lower prices are given on all kinds. Both boilers and radiators are also reduced from 5 to 10 per cent. by a revision in discounts. Carriage and tinners' rivets have new lower prices, also copper and coppered rivets and burrs.

The easier tone continues on iron and steel, but no changes are made in local quotations. Sheets are held at the recent reduction, and while corrugated sheets are unchanged in price, but are reported exceptionally active for this season of the year. Lead products, range boilers, boiler and tubes and cordage are all unchanged in prices. Jobbers state the summer business is now at hand, and while this usually brings with it a quiet period, sales this year are very satisfactory, repeat orders being received in many lines.

### Boilers And Radiators Revised

Lower prices are announced on both boilers and radiators, through a revision in discounts. Hot water upright radiators are now quoted less 56 per cent, steam 57 per cent, former discounts being 53 and 54 per cent respectively. Wall radiators are now under a discount of 53 per cent.

Boilers show a reduction of from 5 to 10 per cent, both in standard and Ontario Government trimmings.

This is the third decline in prices on these products since the beginning of the year, manufacturers stating that in announcing the present reduction they have considered reduced costs in raw materials, and have also anticipated the future trend of these, and claim that transportation rates will have to show a substantial reduction in rates before any further change can be made to any great extent. Both lines are in the heavy hardware class, thus freight rates are considered quite an item Following are the new prices and discounts:

**RADIATORS**

Revised radiator list prices are for 1, 2, 3, 4 and 5-column radiators per square foot.

45 in. to 28 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50; 14 in., $1.55; 13 in., $1.60; Discount 56 per cent. for hot water and 57 per cent. for steam.

Wall Radiators—5 ft., $1.15; 6 ft., $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05. Discount 53 per cent.

Boilers—Round hot water boilers, low base only (high base discontinued) sized from 0 to 10, 60 per cent. off list.

Square or sectional hot water or steam boilers, 15-in., 10 per cent.

For Ontario Government trimmings add 5 per cent.

Square or sectional water boilers, 19-in to 36-in. 10 per cent.

Square or sectional steam boilers, 19-in. to 36-in. 10 per cent. Ontario Government trimmings 5 per cent.

Round steam boilers, standard trimmings 20 per cent. off. Ontario Government trimmings, 15 per cent.

All prices f.o.b. Toronto, Montreal, Guelph, Hamilton, St. Catharines, Brantford, London, Windsor, Sarnia, Amherstburg, Walkerville, Sandwich, Ottawa and Hull.

### Cement Prices Are Maintained

**Montreal.**

No change to lower prices is yet made on cement quotations, although there is a feeling among the trade that decreases would be made in the very near future. This feeling is not only existant among the retail trade, local dealers also stating cement quotations are expected to show reduced figures, with many other lines of building materials reduced in recent weeks, it is also stated that lower prices on this product at present would be a stimulus to late summer and Fall building construction. Present local quotations are the following:

**PORTLAND CEMENT**

Car Load Lots—

(400 to 1000 bag cars)

| | |
|---|---|
| Per barrel | $ 4 14 |
| Per bag | 1 03½ |
| Less Car Lots— | |
| Per barrel | 4 56 |
| Per bag | 1 14 |

Subject to 5 per cent. discount.
Rebate of 20c for empty bags.
F.O.B. Montreal.

### Binder Twine Now Moves

**Montreal.**

The binder twine business is now active in jobbing circles, harvesting being now well at hand. Bookings of twine this year were very slow, and a good percentage of dealers held off on supplies until the actual consumption was at hand. This has caused an unusual activity at present.

Rope and cordage are also brisker at present than in the previous months, the haying and harvesting season now requiring supplies.

Prices on binder twine are held since the quotations given in the early spring months, cordage prices also unchanged at the recent decline.

### Corrugated Sheets Still Active

**Montreal.**

Activity is still evident in corrugated sheets. The movement is of small sales but very numerous. A more satisfactory tone now prevails on sheets, due to the increased demand. Local list prices and discounts are the following:

**CORRUGATED SHEETS**

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 15 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 1 800 |
| No. 18 gauge | 24 00 |

Less 7½%.

Lighter than 24 gauge and wider than 27 inches 75c a square extra.

### Range Boiler Prices Unchanged

**Montreal.**

The list of prices on all sizes of range boilers is held unchanged with little, if any, improvement in demand evident. Sales are still of a small variety, and principally of the 30 gallon boiler. Following are present quotations:

| RANGE BOILERS | Standard | Ex. Heavy |
|---|---|---|
| 30 gallon | $ 8 75 | $ 11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |

| | |
|---|---|
| 82 gallon | 35 00 |
| 100 gallon | 45 00 |
| 120 gallon | 54 00 |

## Stove Bolts 65 Per Cent off

**Montreal.**

A reduction has been made in the price of stove bolts, the new discount being 65 per cent off list. Former discount was 62½ per cent.

| BOLTS AND NUTS | |
|---|---|
| Carriage Bolts, $1.00 list, 3-8" dia. and smaller, 6" and shorter | 35% |
| Carriage Bolts, $1.00 list, 3-8" dia. and longer lengths | 20% |
| Carriage Bolts, $1.00 list, 7-16" and largerz | 20% |
| Machine Bolts, 3-8" dia. and smaller, 4" and shorter | 45% |
| Machine Bolts, 3-8" dia. and smaller, longer lengths | 30% |
| Machine Bolts, 7-16" dia. and larger | 35% |
| Sleigh Shoe Bolts, all sizes | 20% |
| Coach and Lag Screws | 40% |
| Square Head Blank Bolts | 35% |
| Bolt Ends | 35% |
| Plow Bolts, 1, 2, 3 Heads | |
| Plow Bolts, others Net extra 20% | 30% |
| Elevator Bolts, large head | 20% |
| Elevator Bolts, Corrugated heads | 50% |
| Fancy Head Bolts | 20% |
| Shaft Bolts ($3.00 l st) | 20% |
| Step Bolts, large head ($3.00 l st) | 20% |
| Whiffletree Bolts | 20% |
| Nuts, 2" and smaller, square Blank—add to l st | 0 50 |
| Nuts, 2" and smaller, square Tapped add to list | 1 00 |
| Nuts, 2" and smaller, hexagon—Blank add to list | 1 00 |
| Nuts, 2" and smaller, hexagon Tapped—add to list | 1 50 |

## A New Bolt List

**Montreal.**

A new bolt list is issued showing a reduction in all kinds of bolts, coach and lag screws, square and hexagon nuts. These changes in quotations immediately follows the easier tone noticed in iron and steel products generally. The amount of reductions varies considerably on the many kinds, running approximately from 5 to 20 per cent. Following is new list of discounts:

## Quiet Market For Boiler Tubes

**Montreal.**

Boiler tubes are reported very quiet at present, sales that are made being of a very small order and only of the best selling sizes. Prices are held unchanged as follows:

| BOILER TUBES | Seamless | Lapweld |
|---|---|---|
| 1 inch | 26 00 | 25 00 |
| 1¼ inch | 27 25 | 26 00 |
| 1½ inch | 26 25 | 27 00 |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 29 25 | 22 00 |
| 2¼ inch | 33 00 | 25 00 |
| 2½ inch | 41 75 | 27 00 |
| 3 inch | 49 25 | 35 00 |
| 3½ inch | 63 50 | 40 00 |
| 4 inch | 85 00 | 50 25 |

## Sheets Remain at Decline

**Montreal.**

Sheet quotations remain at reduced figures announced three weeks ago. Prices still vary among the jobbing houses, and on galvanized sheets to the extent of $1.00. Sales have fallen still further into a quiet period and little change is expected, either in sales or prices for a few weeks at least. Following are prices generally quoted:

| BLACK SHEETS | | |
|---|---|---|
| 10 gauge | 5 00 | 6 00 |
| 12 gauge | 5 05 | 6 05 |
| 14 gauge | 5 35 | 6 35 |
| 16 gauge | 5 45 | 6 45 |
| 18-20 gauge | 5 80 | 6 80 |
| 22-24 gauge | 5 85 | 6 85 |
| 26 g uge | 6 00 | 7 00 |
| 28 gauge | 6 10 | 7 10 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

| GALVANIZED SHEETS U. S. Standard— | | |
|---|---|---|
| 10¾ oz. | 8 00 | 9 00 |
| 28 gauge | 7 50 | 8 50 |
| 26 gauge | 7 25 | 8 25 |
| 22-24 gauge | 7 00 | 8 00 |
| 20 gauge | 6 75 | 7 75 |
| 18 gauge | 6 75 | 7 75 |
| 16 gauge | 6 75 | 7 75 |
| 14 gauge | 6 75 | 7 75 |
| 12 gauge | 6 75 | 7 75 |
| 10 gauge | 6 75 | 7 75 |
| **English Standard** | Queen's Head | Fleur-de-lis |
| 28 gauge | 10 00 | 9 25 |
| 26 gauge | 9 75 | 9 00 |
| 24 gauge | 9 15 | 8 60 |
| 22 gauge | 8 80 | 8 15 |
| 18-20 gauge | 8 10 | 8 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs., 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25c per 100 lbs.

| BRIGHT TIN PLATES | | |
|---|---|---|
| 20 x 28 x 100 lb. basis | $ 18 00 | box. |
| 20 x 28 x IC, 112s | 18 50 | |
| 20 x 28 IX, 112s | 20 50 | |
| 20 x 28 IXX, 56s | 11 75 | |
| 20 x 28 IXXX, 56s | 12 50 | |
| **TERNE PLATES** | | |
| 20 x 28 IC, 112s | 17 50 | box. |
| **CANADA PLATES** | | |
| Dull— | | |
| 18 x 24 x 52s | 7 25 | box. |
| 18 x 24 x 60s | 7 35 | |
| 18 x 24 x 75s | 7 45 | |

## Carriage And Tinners' Rivets 45 Off

**Montreal.**

New lower prices on carriage and tinners' rivets are now quoted, the new discount being 45 per cent off list.

## Iron and Steel Easy.

**Montreal.**

There is no change made in local quotations on bar iron and steel, but the easier tone still prevails. If a change to lower prices is made, however, it will in all likelihood be slight, as no general announcement of lower prices from the mills is forthcoming, the lower figures being the result of another unsettled feeling. Although encouraged by a few more inquiries, no improvement in demand is noted, the quiet summer period now expected by local dealers. Unchanged prices follow:

| STEEL AND IRON | |
|---|---|
| Common bar iron 100 lbs. | 3 70 |
| Refined ron | 5 20 |
| Iron finish machinery steel | 3 75 |
| Mild steel | 3 70 |
| Single reeled machinery steel | 5 75 |
| Band steel | 3 70 |
| Spring steel | 5 00 |
| Sleighshoe steel | 3 70 |
| Tire steel | 3 90 |
| Toe calk steel | 4 60 |
| Harrow tooth steel | 3 85 |
| Mining tooth steel per lb. | 0 23 |
| Black Diamond tool and cast steel, per lb. | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

## Rivets And Burrs Lower in Price

**Montreal.**

Both copper and coppered rivets and burrs are reduced in price through a change in discounts. Coppered rivets and burrs are now quoted less 45 per cent. Copper rivets with the usual proportion of burrs 32½ per cent off, while burrs only remain at plus 10 per cent.

## Wood Screws Show Slight Reduction

**Montreal.**

The discounts on flat, round and oval head wood screws, in all finishes, have been increased one point thus lowering the prices slightly. Following are the new discounts:

| WOOD SCREWS | |
|---|---|
| Wood, F. H., bright | 73½% |
| Wood, R. H., bright | 71% |
| Wood, O. H., bright | 71% |
| Wood, F. H. brass | 61% |
| Wood, R. H., brass | 58½% |
| Wood, O. H., brass | 58½% |
| Wood, F. H., bronze | 56% |
| Wood, R. H., bronze | 53½% |
| Wood, O. H., bronze | 53½% |

## Ingot Metals Little Changed

**Montreal.**

Practically no change has taken place in the ingot metal markets this week, either in price or market conditions. Tin furnishes the only alteration from last weeks' quotations, this metal being ½ cent lower, with the tone a little easier. With the mid-summer dullness now at hand, little change may be expected in metals.

## Small Improvement In Pipe

**Montreal.**

A small increase in sales of wrought iron and steel pipe, particularly of the smaller sizes, is noted. This is thought to be due to the slightly increased activity in building construction in the past few weeks. Little, if any, change is reported in market conditions, and prices are maintained at list No. 51.

## Pipe Fittings Prices Unchanged

**Montreal.**

Sales of pipe fittings continue irregular at present the movement is said to be very slow. Current prices on all kinds remain unchanged as follows:

| FITTINGS | | |
|---|---|---|
| Cast iron fittings | | 20% |
| Bushings, cast | | 30% |
| Do., malleable | | 30% |
| Flanges | | 27% |
| Plugs | | 22½% |
| Flange Unions | | 20% |
| Malleable Unions | | 40% |
| Dart Unions, black | | 29% |
| Do., galvanized | | 8% |
| Nipples, ⅛ to 4" close and short | | 40% |
| Do., long | | 50% |
| Do., 4½ to 8" close and short | | 30% |
| Do., long | | 40% |
| Couplings, 4" and under | | 20% |
| Do., 4½" and larger | | Net list. |
| **Pound Goods** | Black | Galv. |
| Class B | 0 20 | 0 28 |
| Class C | 0 13 | 0 20 |

Add 10%.

## Lead Products Not So Active

**Montreal.**

The different lead products have been reported fairly active up until the past week or two, when sales have fallen off to quite an extent. Lead, spelter and tin on the primary markets show little change in the past week, and with a quiet domestic demand little if any price changes may be expected. These metals are directly reflected on all lead products, thus causing a slow steady market to be looked for on these lines. Following are unchanged prices:

| LEAD AND ZINC GOODS | |
|---|---|
| Lead pipe, per 100 lbs. | 12 50 |
| Lead waste, per 100 lbs. | 13 50 |

NOTE.—Lead pipe is subject to a discount of 10%.

| | |
|---|---|
| Lead traps and bends | 10% off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 11 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | 0 10¾ |
| Do., 4 to 8 lbs., sq. ft. | 0 10 |

Cut sheets ¼ lb. extra and cut sheets to size, ¾ lb. extra.

| | |
|---|---|
| Solder, guaranteed, lb. | 0 29½ |
| Do., strictly, lb. | 0 27½ |
| Do., commercial, lb. | 0 24½ |
| Do., wiping, lb. | 0 25½ |
| Do., wire, lb. | 0 37½ |
| Zinc, sheets, casks | 0 11½ |
| Do., broken lots | 0 12 |

# *Toronto Markets*

TORONTO, July 13.—Numerous interesting price developments continue to add direct importance to current hardware markets. Prominent among the many discount revisions are the lower quotations recorded on bolts and nuts, and a similar reduction of approximately 10 per cent. on copper rivets and burrs. Prices on piping are also reduced, with a new pipe list being issued. Lower quotations are shown on radiators and boilers, this being the third price recession noted on these products during the last six months. New discounts bring a drop in stove bolt quotations, while prices on iron rivets and burrs show a decline of 15 per cent. Prices on one line of bits are now revised, and spring steel quotations are included in the noticeable list of reduced items.

While there is no change in gasoline prices, yet competition is reported among certain oil interests. It is indicated that there may be further lowering on wood handles, but official quotations are unchanged. Asbestos sheating again registers a decline.

Range boiler quotations remain at the lower list, and steady sales are recorded on compression work. Seasonable orders are noted on conductor pipe eavestrough, and corrugated sheets, with a steady movement reported in soil pipe and fittings. Recent revised sheet quotations bring more inquiries, while copper and brass prices remain unchanged. The boiler tube movement is still reported light. A firmer tone is recorded on the primary lead markets, with no improvement evident in waste material conditions, and trade in ingot metals is still described as listless.

## Price Competition Reported Among Oil Interests.

**Toronto.**

While the situation on gasoline and oils has registered no new development during the past week, the general expectation of future revisions still prevails. Prices are maintained at the new quotations recently announced, no further changes having been recorded. It is noticeable that reports from the American oil centres devulge the fact that severe competition has been going on between various oil interests, some of the Companies having had the temerity to publicly fight the Standard Oil interests. The latter, however, are stated to be in an excellent financial position, and the belief seems general that the Standard Oil interests are likely to issue successfully from any price cutting war, owing to their ability to make extensive purchases of oil from large storage centres where such products are available.

## Sheathing Prices Again Reduced.

**Toronto.**

A further reduction in quotations on asbestos sheathing has also been recorded this week. The price of this product is now shown at $10.00 per 100 lbs. This is the second price recession noted on asbestos sheathing during the last two months and records a total decline of $3.00.

## Waste Revisions Hold.

**Toronto.**

The reductions recently announced on both white and cotton wastes are being generally maintained. No further price revisions have been recorded, and dealers state that few changes, if any, are now expected. Market conditions are generally reported fair, with some signs of a more optimistic tone developing in the trade.

## Spring Steel Prices Lower.

**Toronto.**

A slight increase in the number of inquiries for steel has been reported, but only a proportion of these have developed into new business. Many of such inquiries are generally calculated as movements to sound out the market tone, and the buying prices. The quite period, therefore, is stated as continuing, with the recent announcement of price recessions on the primary steel markets, being reflected in local circles by one or two gradual reductions. Last week, both band and hoop steel quotations were lowered, and reduced prices are now recorded on spring steel. Other quotations remain generally unchanged as follows:

| IRON AND STEEL | | |
|---|---|---|
| Mild steel bars, base | | $ 3 75 |
| Mild steel bands, 3-16", base | | 4 10 |
| Bar iron, base | | 3 75 |
| Iron bands, 3-16", base | | 4 10 |
| Angle iron, base | | 3 75 |
| Horseshoe iron | | 4 10 |
| Tire steel | 4 70 | 5 95 |
| Band steel, 5-8 to 4" | | 4 25 |
| spring steel | 9 50 | 11 50 |
| Crucible cast sheet steel | 30 00 | 35 00 |
| Mining drill steel | 20 00 | 23 00 |
| Cast tool steel, medium | | 20 00 |
| Cast tool steel, high grade | 30 00 | 36 00 |
| Sleigh shoe steel | 4 10 | 4 50 |
| Norway iron | | 15 00 |
| Toe caulk iron | 5 40 | 6 40 |
| Hoop steel | | 4 75 |

## Steady Sales Recorded In Compression Work.

**Toronto.**

There has been no recent change of importance in the current situation on compression work. Sales are reported of a steady nature, with seasonable business evident in small orders. The recent revisions in the various discounts are still holding, the following being the unchanged quotations:

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| Do., Fuller | 25% |
| Flatway stop and wastecocks, standard | 40% |
| Roundaway stop and waste cocks, standard | 34% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 5% |
| J. M. T. | 20% |
| J. M. T. C. | 2 % |
| J. M. T. Gate Valves | 15% |
| Gate or straightway | 16–10% |
| Jenkins Globe | 10–10% |
| Radiator valves, standard | 30% |
| Do., removable disc | 42% |
| Emco. J. D. Valves | 20% |
| Emco Check Valves | 20% |
| Webber Gate Valves | 20% |
| **BASIN COCKS** | |
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |

## Revised Sheet Prices Bring More Inquiries.

**Toronto**

Quotations on sheets and plates remain generally unchanged this week, with merchants awaiting the results of the recent price revisions. Whether business will respond to these more attractive levels, is considered contingent upon the degree of business activity, but it is stated that any worthwhile reduction is likely to uncover buyers. The formal announcement of a lower scale of steel prices recently made by the Bethlehem Steel Company, has not directly affected local conditions, due to the fact that such nominal recessions, were only in reality bringing the official prices down to levels which were already in existence on the primary markets. The chief object in such a formality is stated as being a desire on the part of the steel mills to relieve the industry generally from the appearance of securing higher prices than were really being obtained. No new development has been recorded this week in sheets and plates, the prevailing tendency being an abnormal proportion of inquiries compared with the current volume of business. Prices continue to show a range, but the following quotations cover the average figures for fairly large quantities:

| PLATES | | |
|---|---|---|
| 10 gauge | $ 4 75 | $ 5 00 |
| 12 gauge | 4 80 | 5 05 |
| 14 gauge | 4 85 | 5 10 |
| 16 gauge | 4 95 | 5 20 |
| **BLACK SHEETS** | | |
| 14 gauge | 5 10 to | 5 00 |
| 16 gauge | 5 20 | 5 70 |
| 18-20 gauge | 5 30 | 5 85 |
| 22-24 gauge | 5 35 | 5 80 |
| 26 gauge | 5 40 | 5 90 |
| 28 gauge | 5 50 | 6 00 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

| GALVANIZED SHEETS<br>Premier and Apollo | | |
|---|---|---|
| 10¾ oz. | $ 7 90 | $ 8 40 |
| U. S. 28 | 7 50 | 8 00 |
| U. S. 26 | 7 20 | 7 70 |
| 22 and 24 | 7 05 | 7 55 |
| 18 and 20 | 6 90 | 7 40 |
| 16 | 6 75 | 7 30 |
| 12 and 14 | 6 60 | 7 20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet. wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full..cases. An extra charge of 25c per 100 lbs. is mde for less than case lots.

## Copper And Brass Prices Remain Unchanged.

**Toronto.**

While prices on copper and brass have recorded a slight reduction on the United States markets, local quotations remain unchanged. It is reported that the decrease referred to has not been reflected locally as yet, owing to variable conditions in the trade. The current condition of the market shows the jobbing trade falling off considerably, with the average volume of business stated as small. The general situation is by no means considered any worse than during recent weeks, however, and the revised prices are maintained as follows:

| COPPER | |
|---|---|
| Rods, base, per pound | 0 32 |
| Soft sheets, plain, 16-oz and heavier, lb | 0 32 |
| Do., plain tinned 16-oz. and heavier lbs | 0 40 |
| Do., polished and tinned 16-oz. and heavier, lb. | 0 45 |
| Tubing | 0 37 |

## Seasonable Sales Recorded In Conductor Pipe.

**Toronto.**

Recent ideal weather conditions have stimulated a seasonable movement in eavestrough, conductor pipe and conductor elbows. Small building activity is steadily showing to advantage, and a brighter out-

look is now evident as regards the prospective total volume of business for the year. A more optimistic tone prevails, and orders are reported fairly satisfactory. Prices are held unchanged, with the following discounts being quoted:

**TROUGH (Eave)**
O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. | | Per 100 ft. |
|---|---|---|---|
| 8-in. | $15 00 | 15-in. | $28 00 |
| 10 in. | 17 70 | 18-in. | 36 50 |
| 12-in. | 24 20 | | |

Less 60 per cent.

**PIPE (Conductor)**
Plain round or corrugated.

| | Per 100 ft. in 10 ft. lengths. |
|---|---|
| 2 in., in 10-ft. lengths, list | $ 18 40 |
| 3 in., in 10-ft. lengths, list | 22 30 |
| 4 in., in 10-ft. lengths, list | 29 60 |
| 5 in., in 10-ft. lengths, list | 40 00 |
| 6 in., in 10-ft. lengths, list | 49 00 |

Less 60 per cent.

**CONDUCTOR ELBOWS**

| | |
|---|---|
| 2 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

## Boiler Tube Movement Reported Light.

**Toronto.**

Current sales of boiler tubes are reported as very light, and the dull tone recently recorded still remains. Only small repair work is now being carried out, and little market activity has been noted. It is considered problematical whether any future price revisions would tend to stimulate activity, but the recent general reductions in prices on steel and iron, sheets and plates, and certain steel products, has evidently led to the impression that future recessions in quotations on boiler tubes are generally possible. No official announcement to this effect has, as yet, been issued, however, either locally or in the United States markets. Following are the unchanged prices:

**BOILER TUBES**

| | Seamless | Lapweld |
|---|---|---|
| 1 inch | $26 00 | $ |
| 1¼ inch | 27 25 | |
| 1½ inch | 26 25 | |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 29 25 | 22 00 |
| 2¼ inch | 33 00 | 25 00 |
| 2½ inch | 41 75 | 27 00 |
| 3 inch | 40 25 | 35 00 |
| 3½ inch | 63 50 | 49 00 |
| 4 inch | 85 00 | 50 25 |

## Range Boiler Quotations Still At Lower List.

**Toronto.**

Although a few wholesalers are reported to be nominally maintaining prices on range boilers somewhat in advance of the lower list recently recorded, the variation is not so marked as previously, and a more general levelling is recorded. It is noticeable that the price readjustment has not yet been announced, and range boilers are still selling at the reduced quotations which were arrived at early in June, owing to price-cutting activities. The 30-gallon boiler continues to be the popular size, with little movement recorded in other sizes. Following is the unchanged list:

**RANGE BOILERS**

| | Standard | Ex.Heavy |
|---|---|---|
| 30 gallon | $ 8 75 | $11 50 |
| 35 gallon | 9 50 | 13 80 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 08 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 144 gallon | 78 00 | 93 00 |

## Firmer Tone Recorded In Primary Lead Markets.

**Toronto.**

Little variation has been recorded in the local market tendencies on lead and zinc goods, although a stronger tone is now reported on the primary markets. Quotations on lead products are holding unchanged, with solder prices maintained at recent revisions. The current movement is considered fair, the demand having been of a steady nature during recent weeks. Following are prevailing quotations:

**LEAD AND ZINC GOODS**

| | |
|---|---|
| Lead pipe, list, per lb. | 0 12½ |
| Lead waste Pipe, list, per lb. | 0 13½ |
| Do., over 8 in., list, Per lb. | 0 14½ |
| Lead pipe is subject to a discount of | 10% |
| Lead traps and bends | 10 |
| Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb. | 0 19½ |
| Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra. | |
| Solder, wire, per lb. | 0 32 |
| Do., strictly, lb. | 0 23 |
| Do., commercial, lb. | 0 21 |
| Do., guaranteed lb. | 0 26 |
| Do., wiping, lb. | 0 20½ |
| Zinc sheets, per lb. | 0 13 |

## Small Orders Prevalent In Pipe Fittings.

**Toronto.**

Prevailing conditions in the pipe fitting market, generally indicate that merchants are maintaining the principle of buying in small quantities. A sorting movement has recently been recorded, with the orders slightly irregular, but the total volume of sales showing a steady average from month to month. Prices on all kinds are maintained unchanged as follows:

**PIPE FITTINGS**

| | |
|---|---|
| Cast iron fittings | 20% |
| Plugs, cast iron | 27½% |
| Do., solid | 10% |
| Do., countersunk | net |
| Bushings | 30% |
| Unions, ¼-in. to 2-in. | 40% |
| Do., 3 in., 2½ to 4 in. | 35% |
| Flanged Unions | 20% |
| Dart Unions, blk., ¼ to 2 in. | 29% |
| Do., ⅛ in., 2½ to 4 in. | 14% |
| Do., galvd., add to black | 30% |
| Nipples, blk, and galvd., ⅛ to 4 in., close and short | 40% |
| Do., 4½ in. and larger | 30% |
| Do., 4½ in. and larger | 40% |
| Do., long, ⅛ in. to 4 in. | 50% |
| Do., running thread | 20% |
| Couplings, 4 in. and under | 20% |

**MALLEABLE FITTINGS**

| | Black | Galvanized |
|---|---|---|
| Class A | 0 60 | 0 75 |
| Class B | 0 24 | 0 34 |
| Class C | 0 15 | 0 24 |

## Corrugated Sheets Sales In Seasonable Volume.

**Toronto.**

The advent of warm weather has seen a steady increase in the total volume of small building, especially in the larger towns and city suburbs. This situation has reflected somewhat in the current sales of corrugated sheets, and a fair volume of sales is recorded. The movement corresponds with the current activity shown in various building products, and dealers state that business in corrugated sheets has been fairly good during recent weeks. Following are unchanged quotations:

**CORRUGATED SHEETS**

| | Per 100 sq. ft |
|---|---|
| No. 28 gauge | 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 13 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 18 00 |
| No. 18 gauge | 24 00 |

Less 7½%.
Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

## Steady Movement Noted In Soil Pipe and Fittings.

**Toronto.**

With seasonable building activity now in full swing, a slight improvement has been recorded in the current movement of soil pipe and fittings. While no outstanding development is recorded, yet the steady volume of home building is reflected in the increased number of small sales. There has been no change reported in either prices or discounts, and the following are the prevailing quotations:

**SOIL PIPE**
2 and 3 in., 10 p.c.
4 inch, 20 p.c.
5 and 6 inch, 15 P.C.
8 inch, add 5 p.c.

**FITTINGS**
2 to 6 inch fittings, 40 p.c.
8 inch fittings, plus 5 p.c.

## No Improvement Evident In Waste Materials.

**Toronto.**

Conditions in the waste material markets are absolutely without any indication of improvement, and it is reported that all prices quoted are purely nominal, with practically no trading in sight. Steel scrap is very dull, and scrap metals are in a similar position, with neither a buying nor selling movement recorded. White metals are also stated to be in the same predicament. The following prices, therefore, average nominal buying quotations for fairly large quantities, f.o.b., Toronto:

**WASTE MATERIALS**

| | | |
|---|---|---|
| No. 2 busheling | $ | $ 11 00 |
| Heavy melting steel, gross, ton | 11 00 | 12 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 11 00 | 12 00 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 12 00 | 13 00 |
| No. 1 machinery cast, net ton | 17 00 | 18 00 |
| Heavy lead | 4 25 | 4 50 |
| Tea lead | 2 25 | 2 50 |
| Red brass | | 9 00 |
| Yellow brass | 6 00 | 7 00 |
| Light brass | 4 00 | 4 50 |
| Heavy Copper | 10 00 | 11 00 |
| Scrap zinc | 3 50 | 4 00 |
| Old rubbers, boots and shoes | 2 50 | 3 00 |
| Lumberman's rubber boots | 1 50 | 2 00 |
| Auto tires | 0 50 | 1 00 |
| Solid tires | 0 75 | 1 25 |

## Copper Rivets and Burrs Show Revised Discounts.

**COPPER RIVETS AND BURRS**

| | |
|---|---|
| **Solid Copper Rivets** | |
| No. 7, per lb. | 033 |
| No. 8 | 0 34 |
| No. 10 | 0 36½ |
| No. 12 | 0 39 |
| **Burrs, only.** | |
| No. 7, per lb. | 0 54 |
| No. 8 | 0 55 |
| No. 10 | 0 60 |
| No. 12 | 0 63 |

Copper rivets and burrs assorted.
Same as copper rivets only.

## Trade In Ingot Metals Described As Listless.

**Toronto.**

Conditions in the ingot metal markets are still described as listless, and very little trading has been recorded. Quotations on the local markets are nominally unchanged, but a little variation is recorded in conditions on the various metals, as follows:

COPPER—No immediate improvement in the copper market is looked for, but it has been pointed out that the formal reduction in prices, recently announced by various steel mills, is regarded as a favorable development, due to the fact that high prices on iron and steel have had their effect in retarding purchases of copper. Signs of a more optimistic tone developing, are therefore apparent, but local quotations remain unchanged at 17½ cents.

TIN—The tin market has recently been quiet, with prices practically stationery. The recent reduction in quotations on tin plate had no effect, as the new price has previously been in effect through independent activities. The outlook for any marked improvement is not considered bright, and consumers are not purchasing as previously. The range in local quotations of from 37 to 38 cents is still evident.

LEAD—A firmer tone has recently been recorded in the lead markets, and reports from southern centres indicate that inquiries have been more numerous. The increase in the number of inquiries appears to be the chief factor at this time. Prices locally are still maintained at $6.75.

SPELTER—While the dull trend still prevails in spelter conditions generally, yet the opinion has been expressed that even if the present small demand shows no material improvement, the current prices are expected to remain firm. The desire to sell at any costs among producing circles, in order to move stocks at a time when there was no particular market evident for the metal, is what is quoted as the cause for the recent drop in quotations. The price of $7.00 still prevails locally.

ANTIMONY—This market is virtually at a standstill, as far as demand from consumers is concerned, but current quotations are unchanged. The local price is from 8 to 10 cents.

ALUMINUM--The movement on aluminum has shown no improvement whatever, but prices are being maintained at previous levels. The local quotation is unchanged at 30 cents.

## Lower Quotations Shown On Radiators And Boilers

**Toronto.**

Further reductions are now announced in prices on radiators, which change constitutes the third recession in these quotations recorded this year. The revision in the discounts, brings the new prices to a lower level.

Similar reductions of approximately 10 per cent. are evident in the quotations on both water and steam boilers. Manufacturers state that in making the current changes, they have taken into account not only prevailing lower material costs, but have anticipated to some extent, a future lowering in production levels. Following are the revised prices.

**RADIATORS**

Revised radiator list prices for 1, 2, 3, 4 and 5 columns radiators per square foot.

38 in., $1, 32 in. $1.10, 30 in. $1.15, 26 in., $1.20, 23 in., $1.26, 22 in. $1.30, 20 in. $1.36, 18 in. $1.40, 16 in. $1.50, 14 in. $1.55, 13 in. $1.60.

Discount on 2, 3, 4 and 5-column standard sizes, 56 p.c. for water and 57 p.c. for steam.

D scount on 1-column standard size, and 2, 3 and 4-column hospital sizes, 48 p.c. for water and 49 p.c. for steam.

Discount on 1-column hospital size water, 30 p.c., steam, 31 p.c.

Wall Radiators—5 ft., $1.15; 6 ft., $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05; D scount 53 p.c.

## New Discounts Shown On Bolts And Nuts

**Toronto**

New discounts, applying to the standard lists, are now issued on bolts and nuts. This revision covers carriage and machine bolts, coach and lag screws, also square and hexagon blank and tapped nuts. Following are the new quotations:

**BOILERS**

**Water:**
- Round, 60 per cent. off list.
- Square, 10 per cent. off list.

**Steam:**
- Round, 15 per cent. off list.
- Square, 5 per cent. off list.

| | |
|---|---|
| Carriage Bolts, $1.00 list, 3-8" dia. and smaller, 6" and shorter | 35% |
| Carriage Bolts, $1.00 list, 3-8" dia. and longer lengths | 20% |
| Carriage Bolts, $1.00 list, 7-16" and larger. | 20% |
| Machine Bolts, 3-8" dia. and smaller, 4" and shorter | 45% |
| Machine Bolts, 3-8" dia. and smaller longer lengths | 30% |
| Machine Bolts, 7-16" dia. and larger | 35% |
| Sleigh Shoe Bolts, all sizes | 20% |
| Coach and Lag Screws | 40% |
| Square Head Blank Bolts | 35% |
| Bolt Ends | 35% |
| Plow Bolts, 1, 2 3, HEADS | |
| Plow Bolts others Net extra 20% | 30% |
| Elevator Bolts, large head | 20% |
| Elevator Bolts, corrugated heads | 50% |
| Fancy Head Bolts | 20% |
| Shaft Bolts ($3.00 list) | 20% |
| Step Bolts, large head ($3.00 list) | 20% |
| Whiffletree Bolts | 20% |
| Nuts, 2" and smaller, square Blank, add to List | 0 50 |
| Nuts, 2" and smaller, square Tapped, add to List | 1 00 |
| Nuts, 2" and smaller, hexagon Blank | 1 00 |
| Nuts, 2" and smaller, hexagon Tapped | 1 05 |

## Reductions In Piping With New List Being Issued

**Toronto**

Reduction in quotations on all wrought piping is now reported. Following the downward tendency recently evident on steel bars, sheets and plates, and on many other steel products, prices on tubular goods are now reflecting the easier market tone, and following the trend to lower levels. A new list is being issued, effective July 11, and list No. 51 being superseded.

## Lower Prices On Stove Bolts

**Toronto**

Through a revision in the discounts lower quotations are now given on stove bolts. The new discount is 65 per cent, compared with the previous price of 62½%

## Car Bit Prices Revised

**Toronto**

It is announced that prices on Irwin car bits are now quoted at list, plus 20 per cent.

## May Be Lower Prices On Handles

**Toronto**

It is reported that some price reductions are looked for in quotations on wood handles. Should this anticipation develop, it would constitute the second recession in handle prices evident during recent months.

# *London Markets*

LONDON, July 13.—Several important hardware lines show price reductions this week. These revisions include bolts and nuts, wood screws, sad irons, iron rivets and burrs, turpentine and linseed oil. The exceptionally warm weather experienced during the past week has stimulated the sale of seasonable lines, and an excellent movement is recorded in screen wire, doors and windows, refrigerators, paris green, arsenate of lead, hammocks and electric fans. Collections are reported good.

## Revised Lower Prices On Linseed Oil

**London Ont.**

Following on the recent firm tone recorded on linseed oil, a reaction is now shown, and prevailing quotations are two cents per gallon lower this week. The volume of sales is still reported good, and the following are the revised prices.

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 bbls., Imp. gal. | 0 95 | 0 98 |
| 3 to 5 | 0 94 | 0 97 |
| 6 to 9 | 0 92 | 0 95 |

Less bbls. add 15c gal.

## Turpentine Quotations are Again Lowered.

**London, Ont.**

A further reduction in prices on turpentine has been announced, this latest revision bringing the prevailing quotation down to 98 cents per imperial gallon on 1 barrel lots. This is a four cent decline of the previous price levels. Following are the new quotations:

**TURPENTINE**

| | |
|---|---|
| 1 bbl. lots, Imp. gal. | 0 98 |
| 2 to 4 | 0 97 |
| 5 gal. | 1 13 |

## Lower Prices On Wood Screws

**London, Ont.**

New discounts have been announced on all classes of wood screws, which brings the revised prices some 3 to 4 per cent lower than the previous quotation. The new discounts are as follow:

**WOOD SCREWS**

| | |
|---|---|
| Flat Head Bright | 73½% off list |
| Oval Head Bright | 71% off list |
| Round Head Bright | 71% off list |
| Flat Head Brass | 61% off list |
| Oval Head Brass | 58½% off list |
| Round Head Brass | 58½% off list |
| Flat Head Bronze | 56% off list |
| Oval Head Bronze | 53½% off list |
| Round Head Bronze | 53½% off list |

## Revised Discounts on Bolts and Nuts

**London, Ont.**

New lower prices are now in effect on Bolts and nuts. These reductions average from about 7½ per cent to 15 per cent on bolts, and approximately 5 per cent on nuts. The following are the new discounts now quoted off standard list:

**BOLTS AND NUTS**

| | |
|---|---|
| Carriage Bolts ($1.00 list) 3-8 in. dia. and smaller Lens. 6" and shorter | 35% |
| Carriage Bolts ($1.00 list) 3-8 in. dia. and smaller, longer lens | 20% |
| carriage Bolts ($1.00 ilst) 7-16 in. dia. and larger | 20% |
| Machine Bolts, 3-8 in. dia. and smaller, Lens 4" and shorter | 45% |
| Machine Bolts, 3-8 in. dia. and smaller, longer lens | 30% |
| Machine Bolts, 7-16 in. dia. and larger | 35% |
| Sleigh Shoe Bolts | 20% |
| Coach and Lag Screws | 40% |
| Square Head Blank Bolts | 35% |
| Bolt Ends | 35% |
| Plow Bolts Nos. 1, 2 & 3 Head | 30% |
| All others, 30% dis. plus | 20% |
| Elevator Bolts, Large Head | 20% |
| Elevator Bolts, Corrugated Head | 50% |
| Fancy Head Bolts | 20% |
| Step and Shaft Bolts ($3.00 list) | 20% |
| Whiffletree Bolts | 20% |
| Tire Bolts | 50% |
| Square Nuts, blank—Add to Net List $0.50 per 100 lbs. | |
| Square Nuts, tapped—Add to Net List $1.00 per 100 lbs. | |
| Hexagon Nuts, blank—Add to Net List $1.00 per 100 lbs. | |
| Hexagon Nuts, tapped—Add to Net List $1.50 per 100 lbs. | |
| Terms:—2% cash in 30 days. | |
| Stone Bolts | 65% |

## Reductions Shown On Iron Rivets And Burrs

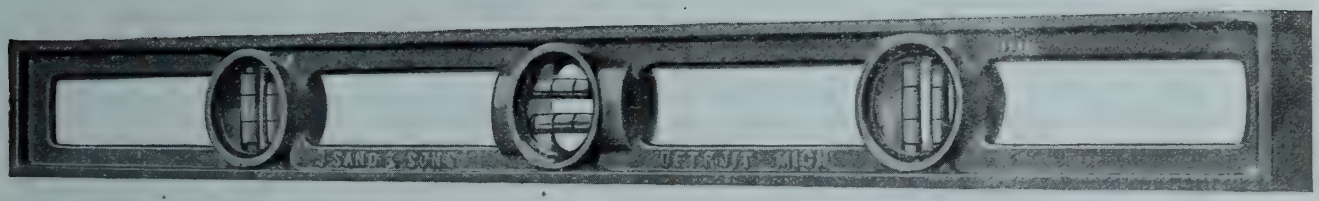
**Toronto**

Lower prices are now effective on iron rivets and burrs, through a recent revision in the discounts. The reduction amounts to approximately 15 per cent, and applies

Continued on Page 54

# SAND'S

## How the Hardware Dealer Can Sell More Levels



Lots of good workmen don't feel they need a new level until they see a Sand's.

They may have a heavy iron one or a warped, wooden old timer, and they go on using it until they once get a Sand's level in their hands.

Then they buy a new level.

You can prove to your own satisfaction that it pays handsomely to carry Sand's levels in stock and display them prominently.

You not only get the business of the man who cannot resist buying when he sees a better tool, but you get the business that goes to the mail order house when you do not stock and display levels.

We get hundreds of letters from our national advertising, which we refer to dealers carrying Sand's levels. But it would make some good hardware men squirm if they could read some of the answers to our follow up, saying in substance, "My dealer does not have the level I want. I'll get one somewhere else."

You can hold all the level business with the Sand's line, for there are levels in pine, walnut and aluminum for all workmen on every kind of work. Your jobber will be glad to supply promptly.

Here are some of the special features developed in our two generations of level making that will show you why the better workman insists on Sand's.

Solid set—absolutely accurate spirit glasses, non-adjustable and fool proof.

Very old, air dried wood, seasoned in our factory six months to a year before being made up.

Sand's originated the walnut level.

Sand's originated the aluminum level.

Sand's originated plate glass lens protection to cover glasses and make them dust proof, dirt proof and waterproof.

The friction grip wire locaters that show exact centre instantly are also Sand's developments.

Write for fully illustrated folder describing the complete line of Sand's Levels.

**Sands Level Co. of Canada, Walkerville, Ont.**

**Sales Office: Campbell Agencies, 23 Richmond Bldg., Toronto, Ont.**

# LEVELS

If interested, tear out this page and place with letters to be answered.

# Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh—and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada rade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

Moral—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

## HARDWARE AND METAL

*Canada's National Hardware Weekly"*

**143 University Avenue, Toronto, Canada**

**Montreal Branch, Southam Building** **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulation.

**If interested, tear out this page and place with letters to be answered.**

Walter Woods & Co.

# N.B.

## Egg Carriers

**Hamilton and Winnipeg**

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all holder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

CHICAGO SOLDER COMPANY

**4225 Wrightwood Ave. Chicago, U.S.A.**

# HARRIS HEAVY PRESSURE BABBITT METAL

ABSOLUTELY

BEST FOR ALL MACHINERY BEARINGS

**Hundreds of tons in use.**

THE CANADA METAL CO., Limited

TORONTO HAMILTON MONTREAL

WINNIPEG VANCOUVER

# Economy in Paint Oils

A Bowser System will soon pay for itself by its economy. Bowser Paint Oil Storage Systems are business bringers. They prevent evaporation, gumming, leaking and spilling. Oils are kept pure and clean and are measured accurately and quickly.

For economy in handling Paint Oils the Bowser Storage System is the logical purchase.

**Write for illustrated literature.**

BOWSER

S. F. Bowser Company, Ltd.

**66-68 Fraser Ave., Toronto, Canada**

**Branch Offices in Principal Cities of the World**

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**

492 Wellington St. W., Toronto

**BRASS TACKS**

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

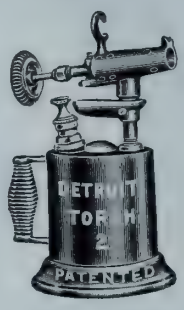
All Kinds of Cut Tacks and Small Nails

**Dominion Tack & Nail Co.**
Limited

Galt - Canada

**Detroit Torch**

*Fully Inspected*




Capacity..... 1 qt.
Net Weight.....4 lbs.
Shipping wgt....6¾ lbs.

The No. 2, quart-size torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

**Detroit Torch & Mfg. Co.**
Detroit, Michigan

**Maple Leaf Stitched Cotton Belting**

**Longer Life**

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write to-day.

**The Dominion Belting Co., Limited**
Hamilton, Canada

**Fittings Limited**

*Manufacturers of Malleable and Cast Iron Pipe Fittings*

**Oshawa**

**JOSEPH RODGERS & SONS**
LIMITED

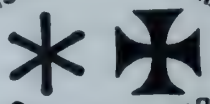
SHEFFIELD, ENG.

Avoid imitations of our

**CUTLERY**

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



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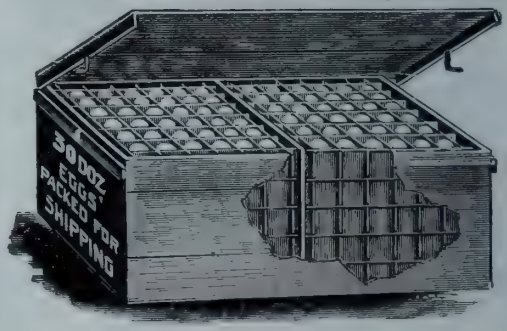
SOLE AGENTS FOR CANADA

**James Hutton & Company**
MONTREAL

**THE MILLER BROS. CO., LIMITED**




Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as it irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NATIONAL STAMPING & ELECTRIC WORKS
Chicago, Illinois

**Heats Itself Sells Itself**

**"COMFORT" Self-Heating IRON**

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

**OAKEY'S "WELLINGTON" KNIFE POLISH**

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & SONS, Ltd.**

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.
WELLINGTON MILLS
LONDON, S.E.1, ENG.
Agents:
F. Manley, 147 Bannatyne Ave. East
WINNIPEG
Sankey and Mason, 839 Beatty St.
VANCOUVER

Opening the Strap

**O-Rib-O Adjustable Taper Stove Pipe**

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

**O-Rib-O Manufacturing Co.**
Winnipeg, Manitoba

**FISHING TACKLE MEANS**
**ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED**
70 King Street W. Toronto, Ontario

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

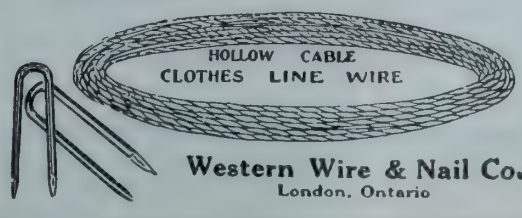
**FORSTNER BITS**

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

**WILKINSON & KOMPASS**
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

**Quality That Repeats Sales**

*We Make*
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.




**Western Wire & Nail Co.**
London, Ontario

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## SITUATIONS WANTED

FIFTEEN YEARS EXPERIENCE IN THE Hardware business at present accountant in Chartered Bank desires to re-enter the Hardware business office end preferred. C. Lawrence, Plenty Sask.

YOUNG MAN 18, DESIRES POSITION with a good hardware firm to learn the business and travel for them when qualified. G. E. Harrison, 122 Gamble Ave., Toronto.

## WANTED

WANTED — HARDWARE BUSINESS IN City or good town. Send full particulars to Bax 157 Hardware and Metal

WANTED— HARDWARE BUSINESS IN Ontario, Niagara or Western. Box 148 Hardware and Metal.

WANTED—A COMPETENT MAN TO TAKE charge of sheet metal working and tin shop in Western Ontario city. Reply stating age, experience and salary expected, also giving references. Box 79.

HARDWAREMAN, Experienced in Builders, Factory, Mill and Machine Shop Supplies, also Ship Chandling as Salesman, Stockeeper or buyer Box 119 Hardware & Metal.

## HELP WANTED

HARDWARE CLERK WANTED— MUST have 3 or 4 years' experience and be a good salesman. Apply stating wages expected and experience. Box 152 Hardware and Metal.

## FOR SALE

FOR SALE.—HARDWARE BUSINESS IN Western Ontario City, stock seven thousand, can be reduced to suit purchaser. Box 135.

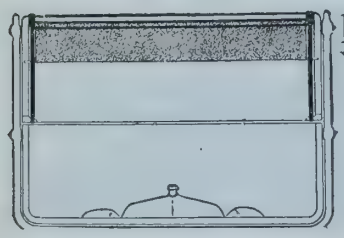
## MISCELLANEOUS

BRITISH CUTLERY FIRM — WELL known desires to appoint agent or sole buying house for Canada. State full particulars, strictly confidential. Box 95, Macleans, 88 Fleet St., London, England.

DO YOU WANT A GOOD DISTRIBUTING house to push your goods? Agents all over Britain. Commission representation or sole buying arrangement. Box 96, Macleans, 88 Fleet St. London, England.

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

*Advertisements on this page*
*2 cents a word*
*payable in advance*

**Kennedy Windshield VISION SHADE**

Protects eyes from sun.
Adjusted from driver's seat
Costs less than a visor

KENNEDY & KENNEDY
172 King E., Toronto, Can.


When Writing to Advertisers Kindly Mention this Paper.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

**If interested, tear out this page and place with letters to be answered.**

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

## Sash Weights Wall Washers

**All Kinds of**
**Plain Duplicate Gray Iron Castings**
**CANADIAN DIE CASTING CO., LIMITED**
**Drummond Building, Montreal**

## PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc
Paddles and Oars.
Peterborough Canoe Company Limited
258 Water Street Peterborough Canada.

## DOON TWINES, LIMITED

**KITCHENER, ONT.**

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

**Mills at Doon and Kitchener, Ont.**

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

Retail Prices
- Single Spiral Colored Bands . . . $1.00 for 100
- Ribbon Bands Colored . . . . . $1.65 for 100
- Challenge Adjustable Bands . . . .90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
RIDEAU SPECIALTY CO.
MANUFACTURERS, SMITHS FALLS, ONT.

## "Monarch" & "Safe-Lock" Fencing

**We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.**

**Owen Sound Wire Fence Co. Ltd.**
**OWEN SOUND, ONT.**

## STERLING

**Hack Saw Blades and Machines**
***Manufactured by***
**Diamond Saw & Stamping Works**
**BUFFALO, N.Y.**

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

***Toronto Foundry Co.***
884 Davenport Road TORONTO, CAN

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

## BATH ROOM FITTINGS

**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

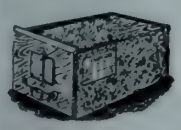
Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1856
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

Advertising in Hardware & Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.



## Cameron Metal Drawers

**LONGER WEAR, BETTER SERVICE**
*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*
**Cameron & Co.**
74 Logan Ave. Toronto, Ont.

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TAPES *and* RULES

# Unselfish Co-Operation Needed Today

Canadians need Poise or Balance—Retailers must think for themselves—Truth and Honesty needed in business relations—Definite cases of where bigger paint sales have resulted from Co-Operation with Campaign.

**Address by F. Moore, Benjamin Moore and Co., Toronto, Before Convention of Saskatchewan Branch R. M. A.**

"I have been asked to speak to you today and it has been suggested that I say something about the "Save the Surface Campaign," but as Mr. Paul is going to speak on this subject I will only say a few words, or rather give you one or two instances to show the value of linking up with the Campaign.

In discussing the matter with a paint manufacturer the other day he told me of a merchant who was doing a paint business of about $1,500.00 per year. Wishing to test the value of the Campaign he secured all the advertising matter available and had a special "Save the Surface Department" arranged in his store. Both he and his clerk talked paint and the value of saving the surface to all customers, with the result that instead of having $1,500.00 per year he sold nearly $8,000.00 worth of paint.

Another merchant linking his store up with the Campaign had the same result, increasing his sales from $800.00 to over $2,500.00.

These may be exceptions but I think it proves conclusively the value of the Campaign provided the merchant links himself up with it enthusiastically.

As I intimated, Mr. Paul is going to follow me and I will not say anything further on this subject. In the few minutes at my disposal I will endeavor to say a few words to you just as an ordinary Canadian citizen to Canadian citizens.

### Need Poise or Balance.

What we need as Canadians more than anything else is poise or balance. One of the great men of the past, I do not remember his name, said, "Give me a level place to stand on and I will move the world." As merchants it is essential that we find out at once if we are standing on a level place. You cannot move very much if you are standing on cobblestones nor can you carry on a successful business if you are lobsided or not properly balanced. You must have poise; you must be sure of your foundation; then and then only can you push ahead irrespective of opposition.

No country in the world has a better or more solid foundation than Canada. What the retail merchants of this fair country of ours need is to think for themselves. The politicians are all right and many others who address us but with all due respect to the politician and public orator, let us not pay too much attention to what they say but rather let us examine carefully the conditions surrounding our particular business and find out what our community needs. In other words, find out whether we are standing on a level place or not, and if we are properly balanced, have a level place to stand on and think things out for ourselves, we can move the world in our own particular sphere.

### Two Kinds of Spirits.

There are two kinds of spirits in the world today. There is a spirit which exhilarates but it is only temporary, and when the affects are worn off you are no better and maybe worse than before. With some this maybe a debatable question, however, I think there is truth in the statement. There is another kind of spirit, however, which I know is better, and that is the spirit of unselfish co-operation, and may I say here that we all need to drink very freely of this spirit today as we need a broader outlook on life. Let us think of the other fellow more than we have done in the past.

A desperado once said to his confederates, "Let us all hang together or we will hang separately." Not comparing you to the desperado, let me say that if the retail merchants will get together in that unselfish co-operative spirit, working for the good of all, you can get just what you want and you can accomplish what it is absolutely impossible to accomplish individually.

### Truth and Honesty.

One thing more I want to say before closing. We want truth and honesty in our business relations. I know that when a man comes to you talking honesty you immediately put your hand on your watch. A certain type of man recently addressing an audience said that he had tried everything in order to make a success but at the end of many years' efforts he had decided to try the truth as everything else had failed. Even at this date I do not think it is out of place to emphasize that in addition to having a level place to stand on, good balance with the spirit of unselfish co-operation, we must have truth and honesty to be successful.

# "Putting Over" A Paint Selling Idea

Value of "Save the Surface" Campaign is Outlined—Co-operation Needed in Introducing Helpful Ideas for Increasing Use of Paint—Staging a City Clean-up.

**Address by J. L. Paul, Winnipeg Manager, Brandram Henderson Ltd.**

ONE of the interesting addresses given at the annual convention in Saskatoon of the Saskatchewan Retail Merchants' Association was that of J. Leonard Paul, Winnipeg manager, Brandram-Henderson Co.

Mr. Paul explained fully the underlying object back of the campaign, which was supported and financed by practically every paint manufacturer in the Dominion; it was to educate the public to the economy of paint. Hitherto there had been an idea that paint was somewhat of a luxury and, like the automobile, was only to be considered by the man of moderate means. The "Save the Surface" campaign sought to convince the public that such was not the case, and that paint was an economy because of its weather-resisting qualities. Paint and varnish had a double function; they were not only a decorative medium, but better still were the best preservatives of all surfaces exposed to wear or weather. The slogan "Save the Surface," had been first coined by a Mr. Trigg, of New York, just about the time that Canadian manufacturers were casting about to find some method of showing the public the real purpose tht lay behind the free use of paint, and it was adopted as explaining in a clear, convincing way, the chief function of paint.

The campaign had been instituted and was scheduled to run for five years. The national body controlling it gave one day every week just to perfecting the plans and to working out ideas for increasing the use of paint. All these plans were directed to causing the public to buy paint and varnish through the retail merchant and in this way perhaps the most efficient and helpful co-operation possible to obtain was being freely rendered by the manufacturers as a body.

### Competitors Work in Harmony

So far as the Western Canada section of the "Save the Surface" organization was concerned the manufacturers had seen the value of both organization and co-operation, and competing firms worked together in perfect harmony. They saw that only by doing so could the utmost results be obtained, and by all working to the same end, each would ultimately benefit.

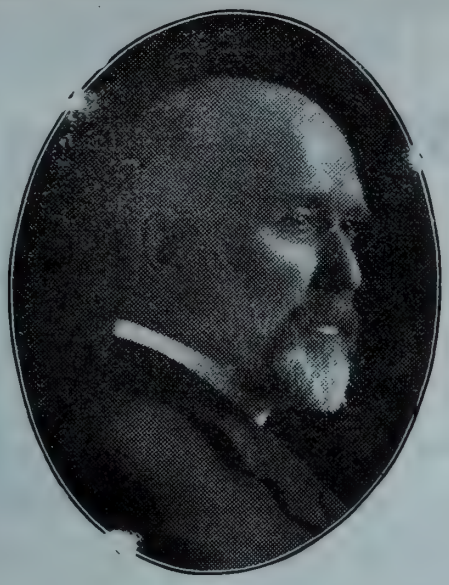
This was an object lesson for the retailers of any town. No one merchant could expect to get all the business of the district, but as long as they worked as individuals much trade that could and would be obtained by co-operation was missed entirely.

Mr. Paul advocated retailers following in the same footsteps as the paint manufacturers and working together to increase the use of paint in their respective districts. If this were done all would greatly increase their volume of paint sales, but as long as each dealer went his own way and had only his particular sales in view, the driving force behind a combined selling campaign was lost, and though each merchant would naturally make some sales, yet he would realize nothing like the volume that might be obtained by co-operating with the other merchants for a common purpose. It was exactly like driving a car with the steering wheel loose—you had lots of power, but did not know where you were going.

### Staging a City Clean-Up.

As an instance of the value of co-operation, Mr. Paul cited the case of Edmonton. In that city they determined to put on a real "Clean-up and Paint-up" campaign this last spring. Energetic committees were appointed to draft up the plans and later, they induced the Mayor to proclaim a certain date as "Clean-up time." At the finish of the campaign tons of waste paper were removed and 12 carloads of cans were taken away. This was another striking evidence of the advantage of co-operation with a definite object in view. Had any individual merchant or person tried to get that same campaign started, his efforts would have been scarcely noticeable, but with the whole city entering on the one idea, it could not help but be a success.

This was the thought at the back of the "Save the Surface" drive. The constant repetition in newspapers and magazines had made the public familiar with the need of paint and its proper function, and now it was necessary for the dealer to link up with that campaign, for he was the man who actually sold the paint. The campaign had not cost him anything; it was a purely voluntary effort on the part of the paint manufacturers to help the dealer sell more merchandise with the minimum of effort on his part. All they asked in return was that merchants link up with the drive by featuring the "Save the Surface" cut in their advertising and displays.



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>
> "Well, the higher critics can say all they like against his methods and his personal peculiarities, but I tell you—I like the old boy."

He concludes:—

> "It is time we learned the difference between a public pirate and an organizing servant of the public."

The whole article is the story of Sir Joseph's investment of himself, for himself, for his church, for the State. (The order is ours, not his.)

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# Weekly Paint Markets

## MONTREAL

Montreal, July 13.—Window glass is now quoted under a new net list, thus the feature of the paint markets this week is in the line of an advance in prices, as the new list shows increased quotations on practically all cuts. Through the continued fluctuations in the flax market, linseed oil is recorded with a further decline of 2 cents per gallon.

Turpentine prices are held at the decline of last week with an easy tone continuing, due principally to a falling off in demand on the Southern markets. White lead in oil quotations are unchanged, the unsettled feeling still prevailing and with no immediate sign of improvement.

Brisk paint sales are still reported by the paint manufacturers with no price changes in any of their lines. While there is a strong feeling among the trade that lower prices would be announced at the close of Spring activities, this is still discredited by the manufacturers.

### Linseed Oil 2 Cents Lower

**Montreal**

Prices on linseed oil show another reduction of 2 cents per gallon this week, due to the continued fluctuating of the flax market. An easier tone is now evident on flax seed than has been shown for some few weeks. While the fluctuations have continued for some time past, it was noticeable that each period of unsettlement was followed by slightly higher figures than were formerly quoted. Now the reverse exists, each week bringing a decline in prices, this reflecting on the oil product in each case. A range is again quoted locally, some firms upholding prices 3 cents in advance to others. The demand for oil has fallen off a little in the past week, but is still fair for the present season. Following are local prices:

| LINSEED OIL | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0 87 | 090 |
| | 0 89½ | 092 |
| 3 to 4 barrels | 0 85 | 0 87 |
| | 0 87½ | 0 90 |

### Turpentine Prices Hold

**Montreal.**

With the easy tone continuing in the turpentine market, little change is reported this week. Quotations are held at 95 cents in one barrel lots, but a decrease of a few cents would not be surprising in the next week. Stocks are reasonably low in the Southern markets, with little demand both on the domestic and foreign markets. It is stated however, that should a spurt in the demand be shown it would have the opposite effect to that now prevailing for the reason of the low stocks. This is not looked for at present as the summer season usually causes a slump in the turpentine markets. Following are local unchanged quotations:

| TURPENTINE | Per Imp. Gal. |
|---|---|
| 1 barrel lots | 0 95 |
| 2 to 4 barrel lots | 0 93 |
| Broken lots | 1 05 |

### Shellac Continues Firm

**Montreal.**

The strong undertone in the shellac situation, caused through the scarcity of gum shellac on the American markets, continues. A brisk demand is also evident, further stiffening present prices. Gum shellac prices are now increased but the reflection is not yet cast on local quotarions, these remaining unchanged for the past few weeks. Any price adjustments made in the near future would tend toward higher figures if the present undertone was followed, but according to local dealers, the season is now advanced to where demands usually show a slump, and this would allow stocks of gum shellac to become over-ample. Following are the general prices;

Orange shellac, in barrels, $4.00; in one gal. jugs, $4 30; white, in barrels, or 5 gal. jugs, $4.40; in one gal. jugs, $4.80.

### White Lead Continues Unsettled

**Montreal.**

Sales of white lead in oil are unusually brisk for this season of the year, having been well maintained during the whole of the Spring painting season. Quotations show no change locally, but the market is no more settled than it has been in the past two months. Present prices are the following; $14.00 in five ton lots, $14.50 in one ton lots, and $14.85 in less quantities.

### Brisk Paint And Varnish Sales

**Montreal.**

There seems to be no let up in paint and varnish sales,manufacturers still reporting an active period. Records for last year are now well surpassed, and notwithstanding the extreme heat of the past two weeks outside painting continues. With dealer-, stocks at a low ebb, this has a direct reflection on the manufacturer.

The reported feeling among the trade, that prices on paint and varnish products have not been reduced according to the lower costs of raw materials, and prices would in all probability be lowered at the close of the present Spring activities, is still discredited by the manufacturers, and no action is yet taken whereby lower prices will be given.

### New Window Glass List

**Montreal.**

The situation on window glass has gradually improved in recent weeks, and this week brings a new net list on the market. Prices are generally advanced, except on the first cut, which remains at $5.50 a case. Double diamond cuts are increased more in proportion than the Star cuts. All price-cutting seems to have been withdrawn, and glass is looked for to have a much healthier market for Fall activities. Belgium production is yet at a very low ebb, but this is also expected to improve as the summer months pass. Following is the new net list:

| WINDOW GLASS (In Case Lots) | Star | D. D. |
|---|---|---|
| Up to 25 | $ 5 50 | $ 9 05 |
| 26 to 40 | 6 95 | 11 40 |
| 41 to 50 | 7 65 | 12 55 |
| 51 to 60 | 7 95 | 13 05 |
| 61 to 70 | 8 35 | 13 65 |
| 71 to 80 | 8 80 | 14 40 |
| 81 to 84 | 10 30 | 17 70 |
| 85 to 90 | 10 85 | 18 55 |
| 91 to 95 | | 20 80 |
| 96 to 100 | | 22 60 |

## TORONTO

TORONTO, July 13.—A new list on window glass, showing a general higher range of quotations, especially on double diamond, has made its appearance on the local markets. It is stated, however, that such revisions have not been generally adopted by local importers and distributors.. but that the recognition of such increases is looked for in the near future.

The future trend of paint prices is still a prominent factor in the trade. The general expectancy that some price revisions would be made effective during July is claimed by certain paint manufacturers to be without actual foundation, who further state that a lowering of paint quotations is not anticipated by the producers until the end of the present season, at least. The viewpoint is expressed in this connection, that current production costs do not warrant any price decreases at this time, but whether this opinion will be generally maintained, is considered problematical. It is noticeable that no official announcement has been made with regard to prevailing standard paint prices, covering either the future market trend, or the composite elements contributing to the current price situation. On the other hand, declines in the prices on ready mixed paints have been recorded in certain products on the United States markets, where rumors to this effect were generally prevalent during the month of June. Whether this movement is likely to spread to the Canadian paint markets, cannot be ascertained, for it is pointed out that there already have been two reductions in paint prices for the present season's trade, and that a distinct comparison exists between the relative market conditions. Manufacturers and distributors of paint, paint products and varnishes report a continuance of the brisk activity in these products, and are generally quoted as expecting this movement to continue well into the fall period. Certain producers state that last year's records have already been eclipsed.

Lower quotations are recorded this week in the prices on Everjet black enamel. Both linseed oil and turpentine are maintained at the recently revised levels, shown on these products.

Putty quotations, and white lead in oil prices, remain unchanged; with a brisk

Continued on Page 54

# HILLCREST

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# Hillcrest Paint Products

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volume of sales recorded in paris green and other seasonable insecticides.

**Toronto.**

Reductions are announced this week by the manufacturers in the prices on Everjet black enamel. The extent of the decline varies approximately from 15 to 25 per cent. The revised quotations are as follows:

**Everjet black enamel.**

| | |
|---|---|
| Crates, 2 doz. 8 oz. | $ 1 45 |
| Crates, 12 doz. 8 oz. | 1 40 |

**Toronto.**

## Linseed Oil Quotations Hold At Revised Levels

Quotations on linseed oil show no direct change this week, the recent lower revision of 2 cents per gallon still generally prevailing. A fair demand is recorded in the local market, but it is generally admitted that outside influences and developments are usually reflected in current quotations.

Reports from the southern markets indicate that the trend of linseed oil prices is again downward, and the general situation is described in one quarter as somewhat erratic. Three factors are stated as contributing to the decline, these being the lack of demand, the keen competition with foreign oil, and some price cutting by speculative interests. The recent easier tone noted in the flax seed markets is not reflected to the same extent in linseed oil quotations, for it is noticeable that seed is apparently headed towards a recovery. Sellers are recorded as not anxious to quote on distant deliveries, as the belief is prevalent that with a smaller crop report, a firmer price is likely to again develop. At present, however, arrivals of imported linseed oil in the United States are reported to have shown some increase, and English oil is said to have sold at considerably under the price of the American domestic product.

Local movements of linseed oil are reported as showing very little change; a waiting attitude being generally adopted, pending the trend of prevailing prices and the general market tendency. Current quotations are as follows:

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrel lots, per gal. | $ 0 95 | $ 0 98 |
| 3 to 5 barrel lots, per gal. | 0 94 | 0 97 |
| 6 to 9 barrel lots, per gal. | 0 92 | 0 95 |

Less barrels, add 15 cents per gallon.

**Toronto.**

The recently revised quotation on turpentine has been maintained this week, and although the easier tendency is still prevalent, no general change in either prices or conditions has been reported. The price is now 98 cents per imperial gallon on one barrel lots, and while the current demand has fallen off considerably from the volume of orders recorded during recent weeks, yet present business is generally considered fair for this time of the year. It is reported that fresh shipments have arrived from southern markets, but releases in those circles are duoted as somewhat restricted, this fact being due to the tendency to hold stocks and await the return of higher prices, as it is considered in some quarters that the prevailing selling prices are below the productive costs. Following are the local quotations:

**Toronto.**

**TURPENTINE**

| | |
|---|---|
| 1 barrel lots, per Imp. gal. | $ 0 98 |
| 2 to 4 barrel lots, per Imp. gal. | 0 97 |
| 5 gallon lots, per Imp. gal. | 1 13 |

## New Window Glass List Appears On Markets

A new list on window glass has made its appearance on the local markets. The revised quotations show slightly higher prices, especially on double diamond glass. It is stated, however, that this new list has not yet been generally adopted by importers and distributors of glass, but that its general recognition in the near future is looked for. It has been generally anticipated that the window glass market has passed its lowest ebb, and a reaction in conditions, followed by certain price changes has been expected in some quarters. Dealers and retail merchants are reported to have fairly low stocks of window glass, and should the fall demands materialize, a marked improvement in the general market activity is stated as probable. The current movement is still light, but this condition is usually evident at the present season of the year. Following is the new tenative window glass price list:

**TORONTO GLASS LIST**

| Per 100 ft. | Single | Double |
|---|---|---|
| Under 25 | $ 5 50 | $ 9 05 |
| 26 to 40 | 6 95 | 11 40 |
| 41 to 50 | 7 65 | 12 55 |
| 51 to 60 | 7 95 | 13 05 |

## Prices On Sad Irons Reduced

**London, Ont.**

A reduction has been announced on Mrs. Potts sad irons. The new prices are approximately 10 per cent lower. Following are the revised quotations:

**SAD IRONS**

| | |
|---|---|
| Nickle Plated, set | 2 10 |
| Plain | 2 00 |

## Paris Green Popular

**London, Ont.**

An exceptionally good volume of sales on paris green has been recorded during the past week. The following quotations remain unchanged:

**PARIS GREEN**

| | |
|---|---|
| ½ lb. pkgs., lb. | 0 52 |
| 1 lb. | 0 50 |
| 25 lb. drums | 0 48 |
| 50 lb. drums | 0 46 |
| 100 lb. drums | 0 46 |

## Dry Arsenate of Lead In Seasonable Demand

**London, Ont.**

Following the recent hot weather, especially during the past few days, a strong demand for arsenate of lead has been recorded. Present prices are being well maintained at the following:

**DRY ARSENATE OF LEAD**

| | |
|---|---|
| ½ lb. pkgs., lb. | 0 46 |
| 1 lb. pkg. | 0 44 |
| 5 lb. drums | 0 42 |
| 10 lb. drums | 0 39 |
| 25 lb. drums | 0 36 |
| 50 lb. drums | 0 34 |
| 100 lb. barrels | 0 32 |

## Seasonable Sale For Nails.

**London, Ont.**

There is a good seasonable demand noted for nails. With no further changes in price, the current volume of sales has shown some improvement. Prevailing quotations are: wire, $4.55 base; cut, $5.45 base.

**Toronto, July 14— Turpentine prices are now advanced two cents per gallon. This brings the local quotation to $1.00 per Imperial gallon on one barrel lots; 99 cents on two to four barrel lots and $1.15 for five gallon quantities. A sharp increase has been recorded on the primary markets, and it is reported that further advances in turpentine prices are looked for.**

## Fair Demand Shown For Harvest Rope

**London, Ont.**

There is an excellent sale now recorded for harvest sizes of rope. The recent revisions in prices are still holding, and the following are present prices:

**ROPE**

| | |
|---|---|
| Pure Manila, base | 0 23 |
| Beaver Manila, base. | 0 19 |
| New Zealand Hemp | 0 19 |
| Sisal | 0 17 |

## Fair Business Recorded On White Lead In Oil

**London, Ont.**

A brisk sale continues to be apparent on white lead in oil. Current business in this product is reported as fairly satisfactory. There has been no change in prices recorded, the following quotations still prevailing:

**WHITE LEAD IN OIL**

| | Tons | Less Tons |
|---|---|---|
| Pure per 100 lbs. | 15 05 | 15 40 |
| Elephant | 15 55 | 15 90 |

## Window Glass Sales Reported Fair.

**London, Ont.**

The current movement in window glass is reported as satisfactory for the present season of the year. Prices are being well maintained, with quotations at the following range:

Single diamond, 50 per cent off list.
Double diamond, 50 per cent off list..
Cut light, 60 and 10 per cent off list.

## Putty Quotations Hold.

**London, Ont.**

A fair volume of sales are reported on putty. The current movement is good for this season of the year. Following are the prevailing quotations:

**PUTTY**

| | Per 100 lbs. |
|---|---|
| Standard 100 lb. drums | 7 05 |
| Standard 25 lb. drums | 7 30 |
| Pure 100 lb. drums | 8 55 |
| Pure 25 lb. drums | 8 80 |

## Hot Weather Stimulates Screen Wire Sales.

**London, Ont.**

A big sale is reported for screen wire cloth, especially during the past week. This is manily attributed to the exceptionally warm weather, and the resultant desire to keep out flys, bugs and other pests of this nature. Prices are unchanged, the quotation on the painted black screen remaining at $3.50 per 100 sq. ft.

## Seasonable Demand For Harvest Tools.

**London, Ont.**

A good seasonable demand has been recorded for harvest tools, and merchants state that a fair volume of business in these lines is looked for. Prices remain unchanged at list, less 50 and 10 per cent.

## Record Sale Reported For Electric Fans.

**London, Ont.**

Coincident with the period of exceptional hot weather experienced during the past few days, a record sale for electric fans has been noted. Prices have been well maintained, the following being the unchanged quotation on one of the best selling lines:

Polar Cub fans, 6 in. $7.50 each.
Polar Cub fans, 9 in. $12.00 each.

# Selling Quality to the Farmer

Good paint is even more economical for the farmer than for the city man. There are so many more surfaces about the farm that need protection—surfaces exposed to weather and wear, but the opportunities for saving are correspondingly greater.

## And there are Greater Profit-Making Possibilities Too

The farmer wants quality paint. He has come to realize that buying paint is really buying protection for the longest possible time. Low-gallon price no longer has its old time appeal with him.

Give the farmer what he wants—Glidden quality. Let us tell you more about the completeness of the Glidden Line — how it covers every need of the farm and how it meets each need perfectly.

"Save the surface and you save all" *Paint & Varnish*

**THE GLIDDEN COMPANY, Limited**

**Toronto, Ontario**

***Branches at Montreal and Winnipeg***

EVERYWHERE ON EVERYTHING

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

# DIAMOND "A" HOUSE PAINT

AND

# Kyanize

KY-AN-IZE

IF YOU TIE UP WITH THESE TWO LINES YOU CAN'T GO WRONG IN YOUR PAINT DEPARTMENT

Look at our guarantee on Diamond "A" House Paint.

We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc), Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer and nothing else and is sold subject to chemical analysis.

Stop! Motorists

# What Kyanize Will Do

It makes floors and furniture like new. It is the most durable finish made. Supplied in clear and eight popular colors.

Kyanize Motor Car Enamels Color and Varnish in one operation. Nine permanent colors, also a rich lustrous black.

## The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested, tear out this page and place with letters to be answered.

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

*Write and let us explain the advantage of an agency*

**G. F. Stephens & Co.**
**Limited**

*Paint and Varnish Makers*

**Winnipeg Calgary Edmonton**

**If interested, tear out this page and place with letters to be answered.**

# The Wild Carnival of High Prices is Over

The Printers' Unions of Toronto pay their dues and take their orders from their head office in the United States.

Some time ago they got instructions from their head office in Indianapolis, Ind., to demand shorter hours and more wages, and if these orders were not acceded to, to strike.

The Toronto Publishers and Employing Printers refused to grant these demands. So on June 1st, the Printers struck.

There is no use in the Toronto Printers, or any other body of men, blindly failing to realize that the wild carnival of High Prices is over.

If the members of the Printers' Union go out to buy boots to-day, they do not expect to pay more than they did a year ago.

They demand, and get, cheaper boots.

They are not willing to pay more for clothes, or foodstuffs, or any other commodity.

They expect to pay, and do pay, less.

And the public is not tolerant of any scheme or arrangement which is going to make its printing cost more. It is lower prices they are looking for. Why should printing costs advance, when prices of everything else are going down? That is why the Publishers and Employing Printers are resolutely and unalterably opposed to the granting of shorter hours and more pay, because it, of necessity, means dearer printing, and the public will not buy dearer printing.

That is why we are resisting and refusing to obey the mandate from the United States that the Local Printers demand more wages and shorter hours.

The Purchasing Agents' Association of Toronto at their meeting, held June 8th, 1921, passed the following resolution:

> "We endorse the attitude of the Toronto Typothetae in their efforts to prevent increased cost of printing and deplore the action of some Employing Printers in granting the Unions' demands, which, necessarily will result in an increased cost of production, when at this period economic conditions demand that production costs be lowered rather than increased."

The MacLean Publishing Company are fighting these unreasonable demands not only in the interests of their own business (and this includes the employees who are on strike) but in the interests of business conditions generally.

Good times and healthy business conditions cannot return unless we all do our part to get through the readjustment period in a sane and reasonable way.

## THE MACLEAN PUBLISHING CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER NEW YORK. BOSTON CHICAGO LONDON, ENG.

TRADE AND TECHNICAL NEWSPAPERS AND MAGAZINE PUBLISHERS

MACLEAN'S MAGAZINE
FARMER'S MAGAZINE
THE FINANCIAL POST
CANADIAN GROCER
HARDWARE & METAL
DRY GOODS REVIEW
MEN'S WEAR REVIEW
BOOKSELLER & STATIONER
DRUGGISTS' WEEKLY
CANADIAN MACHINERY
POWER HOUSE
CANADIAN FOUNDRYMAN
MARINE ENGNEERING
SANITARY ENGINEER
PRINTER & PUBLISHER
CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL.


If interested, tear out this page and place with letters to be answered.

# GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Phone or Wire for Prices*

**Hobbs Manufacturing Company, Limited**

MONTREAL TORONTO LONDON WINNIPEG

## Stove

All sizes of Clear Mica in stock for immediate shipment.

**Price List on Application.**

Mica Electrical Insulation of Every Kind.

**Mica Company of Canada, Ltd.**
**P.O. Box 156, Hull, Que.**

## Mica

## Window Glass

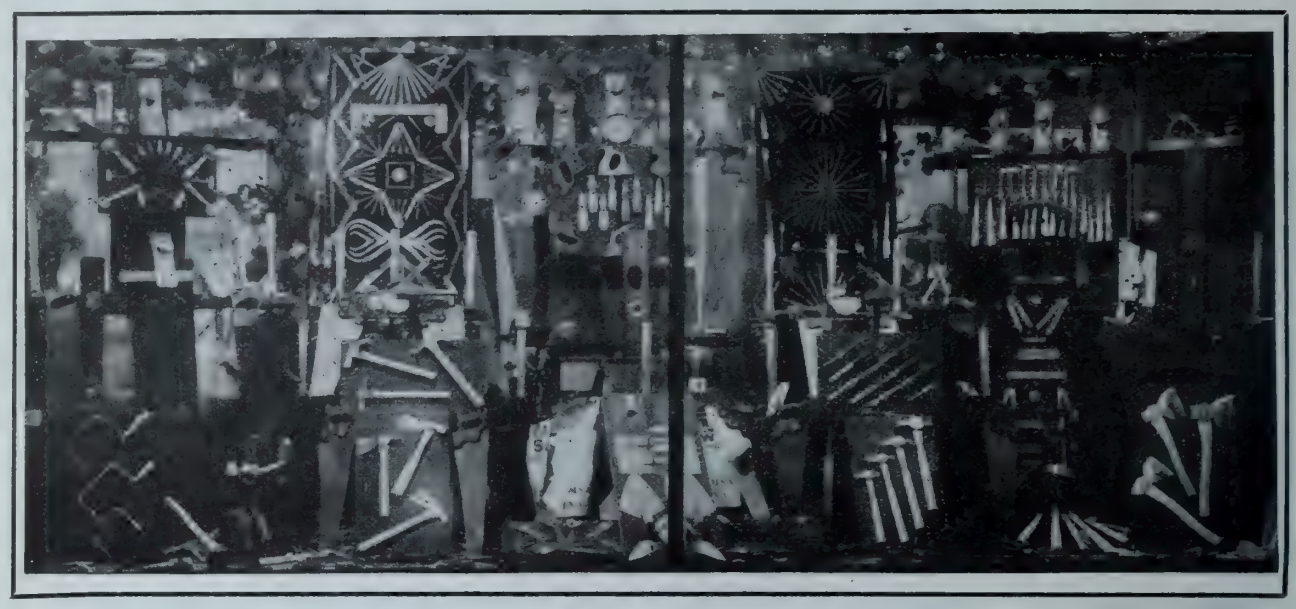
*Also Plate, Figured, Bent, and Ornamental Glass*

RED S

*Stained, Wired, Mirror*

***Order Early***

**The Toronto Plate Glass Importing Co., Limited**
**Don Roadway Toronto**



# Should Retailers Display Your Goods?

## *Do You Set a Good Example?*

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

## HARDWARE AND METAL

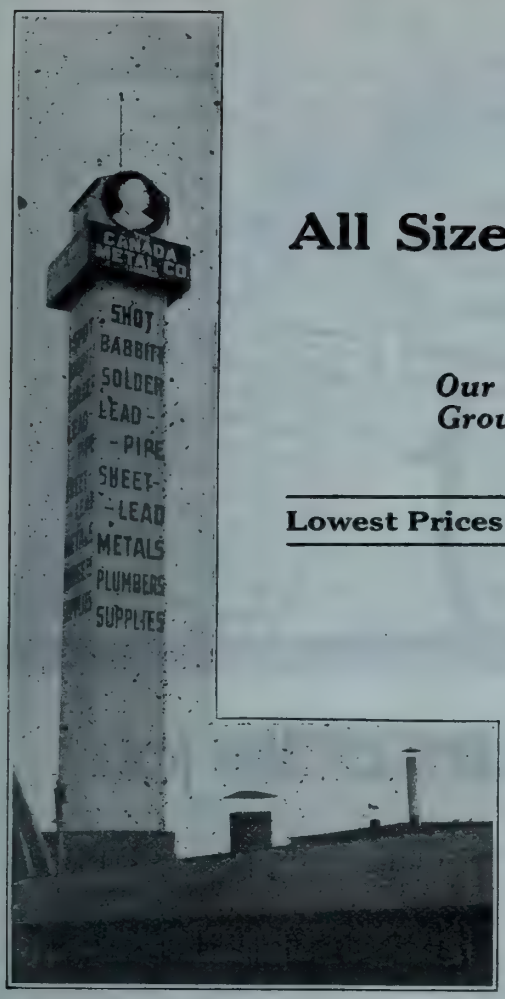
*"Canada's National Hardware Weekly"*

**143 University Avenue, Toronto, Canada**

**Montreal Branch, Southam Building** **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

**If interested, tear out this page and place with letters to be answered.**




# SHOT

**All Sizes** **25 Lb. Bags**

**Kegs or any weight**

***Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.***

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

**Toronto Montreal Winnipeg Vancouver**

# Pipe Fittings

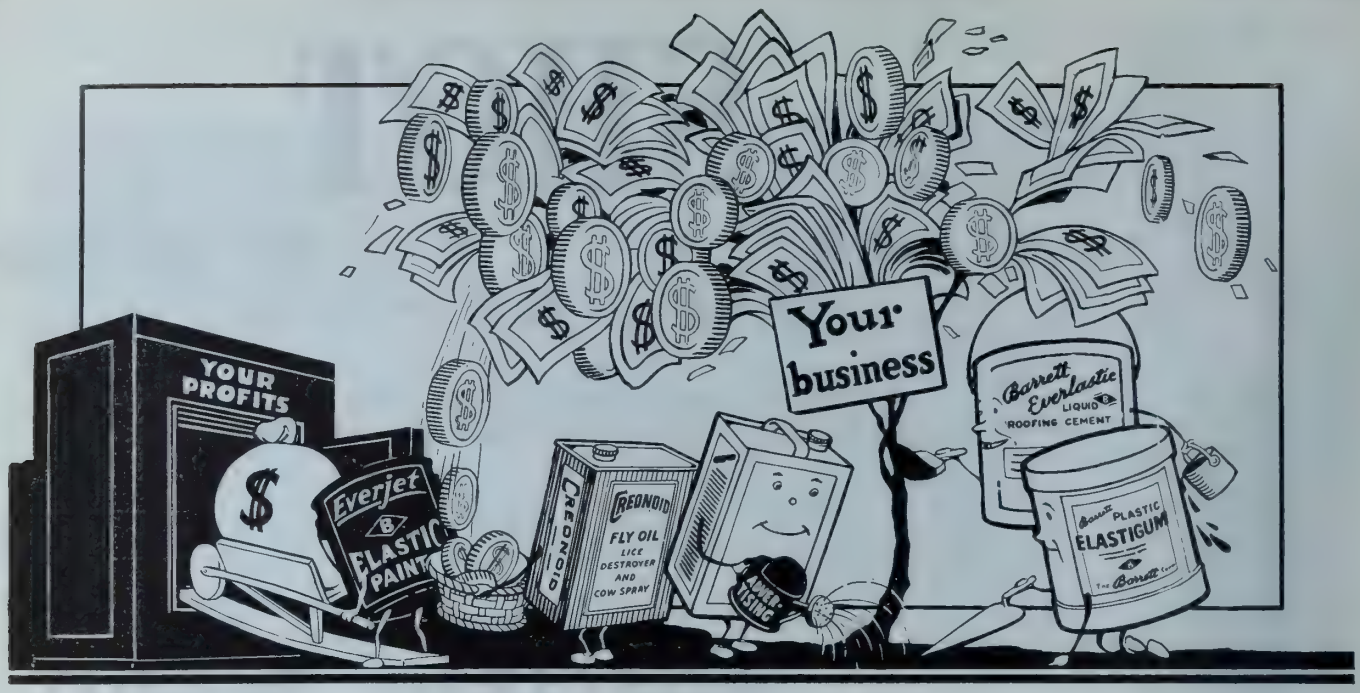
Our Malleable Fittings are made from Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads.

Also we carry in stock a complete line of malleable silo lugs, washers, clevises, whiffletree hooks, and link chain, and solicit your inquiries for the general run of malleable castings from customers' patterns.

Our Motto—Quality, Service and reasonable prices.

## International Malleable Iron Co., Limited

**Guelph, Ontario, Canada**




# Put these Barrett Money Makers on the job

Over 35,000,000 advertisements featuring Barrett Specialties are reaching customers of every class throughout the Dominion.

They will bring a big volume of business to every dealer who is ready to supply the demand.

Don't tie up your money in stock that won't move quickly—make every dollar earn other dollars for you.

The Barrett Products which are being featured in this big consumer advertising campaign include the following Specialties:

### Everlastic Liquid Roofing Cement

Unequalled for re-surfacing worn-out prepared and "rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons.

### Everjet Elastic Carbon Paint.

A proven protective black, carbon paint for industrial purposes. No other paint on the Canadian market has ever enjoyed the same popularity. Everjet Elastic Carbon Paint is made for use on exposed metal and wood, particulary on surfaces subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successf ully resists the corrosive action of acids, alkalies, fumes and vapors.

Put up in: 1-Gallon Cans, Lithographed cases of one doz.), 5-Gallon Cans, ½ Barrels about( 20 gallons), Barrels (about 40 gallons) and steel drums (43 gallons).

### Creonoid (Fly Oil) Lice Destroyer and Cow Spray

Farmers throughout the Dominion use vast quantities of this product during the fly season. We are conducting an intensive advertising campaign directed to the farmers *now*, when the fly pest is prevalent. Cash in on the demand which is being created for you.

It is put up in exceptionally attractive lithographed cans in the following sizes: 1-gallon cans (12 to the case), 5-gallon cans, ½ barrels, barrels and steel drums (43 gallons).

### Plastic Elastigum Patching Cement

"The Plastic Cement of a hundred uses"—the most convenient patching and repair material ever placed on the market.

Plastic Elastigum Patching Cement is tough, durable, acid-proof and waterproof. It sticks tenaciously to either wet or dry surfaces; can be used in all kinds of weather; is easy to apply; low in price, and comes all ready for use.

To stop leaks in roofs, repair flashings, reline gutters stuff cornices—for these and innumerable other purposes, Plastic Elastigum is in a class by itself.

Put up ready for use, in packages of various sizes, from 1-lb. tins to barrels of about 600 lbs.

WINNIPEG
VANCOUVER
HALIFAX, N. S.

The Barrett Company
LIMITED

ST. JOHN, N. B.
MONTREAL
TORONTO

# TINKER TOM'S TALKS.

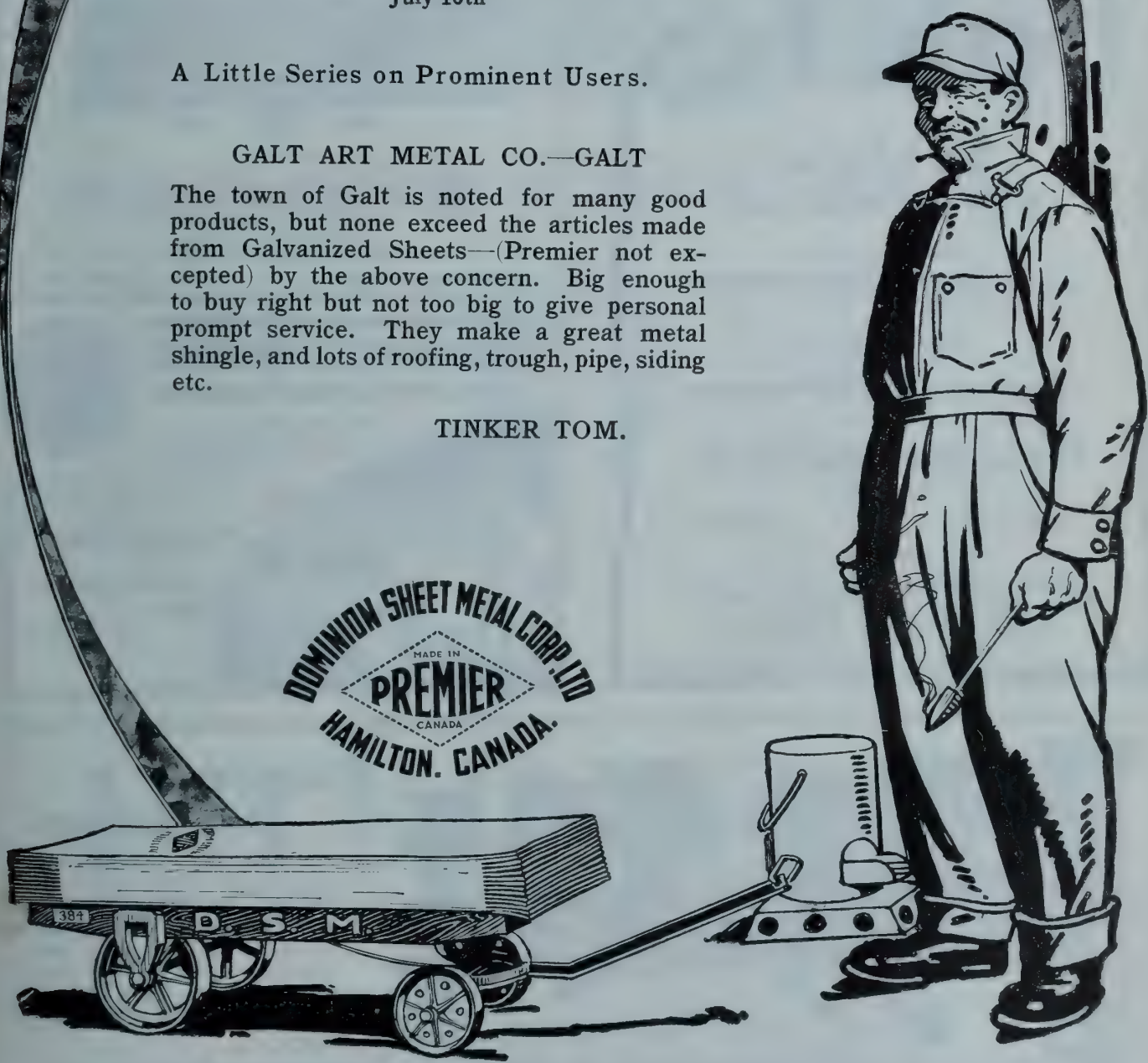
Tinker Tom Talk 321—Hardware and Metal
July 16th

A Little Series on Prominent Users.

## GALT ART METAL CO.—GALT

The town of Galt is noted for many good products, but none exceed the articles made from Galvanized Sheets—(Premier not excepted) by the above concern. Big enough to buy right but not too big to give personal prompt service. They make a great metal shingle, and lots of roofing, trough, pipe, siding etc.

TINKER TOM.




If interested, tear out this page and place with letters to be answered.

THE GENDRON MFG. CO., LIMITED

Makers of

**Baby Sleighs**

**Boys' and Girls' Sleighs**

**Bob Sleighs**

*Order now for early delivery*

THE GENDRON MFG. CO., Limited, TORONTO

**Bale Ties**

NAILS WIRE

**Laidlaw**

In World-Wide Use

SINGLE LOOP

CROSS HEAD

**The Laidlaw Bale-Tie Co.**

Limited

Hamilton - - Canada

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

**Tuck's Genuine Packings**

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

*Trial Orders Solicited—Our Packings Do the Rest*

Insist Upon Having the TRADE Packing Bearing Our MARK

TRADE MARK

TUCK & COMPANY, LIMITED

LONDON LIVERPOOL CARDIFF, ETC.

*Canadian Representative*

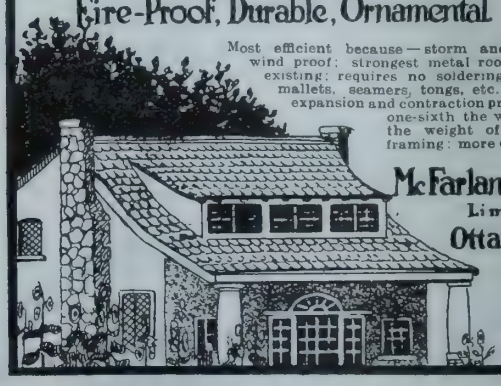
Wm. J. Brown, 117 Youville Square, Montreal

*Stocks Carried in All Sizes* TEL. No. MAIN 2387

**"CROWN" METAL SHINGLES**

Fire-Proof, Durable, Ornamental

Most efficient because—storm and wind proof; strongest metal roof existing; requires no soldering, mallets, seamers, tongs, etc.; expansion and contraction provided for in each shingle; one-sixth the weight of slate, one-fourth the weight of wood it takes lighter framing; more durable and ornamental.



McFarlane-Douglas Co.

Limited.

Ottawa, Canada.

For information on any sheet metal problem, write above.

**Mincing Machines**

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

*Canadian Agent:*

F. W. Lamplough & Co. *46 ALEXANDER ST., MONTREAL*

# CANADIAN WINDOW GLASS

In all parts of the world our window glass has for very many years been recognized as the standard; being particularly appreciated for its flatness, regularity of substance, and good cutting qualities. Canadian Trade is cared for by our factory at Thorold, Ont., and through seven depots.

BRITISH + P.B. + CANADIAN · GLASS ·

This Trade Mark on the cases and boxes of Window Glass you buy is a guarantee of quality.

We also manufacture British Polished Plate Glass; Mirrors (Bevelled and Plain); Polished Wired Glass; Ribbed and Rough Cast; Ribbed and Rough Cast Wired; Prismatic glass —for diverting light into dark interiors; Chipped, Muffled, Fluted and Enamelled glass; Figured Rolled and Rolled Cathedral glass.

Kawneer metal store front construction and Pilkington plate glass make an ideal combination.

**Prices and full information regarding any of our products will be sent on request.**

# PILKINGTON
## BROTHERS ~ LIMITED

-DEPOTS-

HALIFAX MONTREAL TORONTO WINNIPEG
CALGARY EDMONTON VANCOUVER

*July, 1921*

# WINNIPEG WAREHOUSE STOCK MATERIAL

ON HAND
READY FOR

# IMMEDIATE SHIPMENT

If It's Steel or Iron
WE HAVE IT!

THE
**MANITOBA STEEL AND IRON COMPANY**
LIMITED
WINNIPEG - CANADA
Phone N 6677 & 6678

A
**READY REFERENCE**
FOR YOUR
**RETAIL SALESMEN**

OUR
MONTHLY STOCK LIST
OF
GOODS ON HAND IN
WINNIPEG WAREHOUSE
READY FOR
IMMEDIATE SHIPMENT

*INCLUDING--*

## BARS

**IRON AND MILD STEEL RE-INFORCING**

Bands, Boiler Tubes, Bolts, Nuts, Rivets, Cap and Set Screws, Tees, Rails, Tool Steel, Sheets, Shafting, Wire Cable, Solders, Babbitt Metals, Pump Rods, Pig Lead, Etc.

Mailed free every month on request.
Send name and address to
THE
**MANITOBA STEEL & IRON COMPANY, LIMITED**
**WINNIPEG - CANADA**

Published Every Saturday Since 1888

# Hardware and Metal

Vol. XXXIII. No. 30. THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: WOODSTOCK, CANADA JULY 23, 1921

*Reduce Your Fire Insurance Overhead*

# 50%

# *IT CAN BE DONE*

NO other organization can make you the savings that the HARDWARE MUTUALS can. We specialize in HARDWARE MUTUAL FIRE INSURANCE. We originated MUTUAL insurance for hardware men in 1899. Collecting, on delivery of policy, premium based on the board rate our HARDWARE MUTUALS have returned at expiration of policy 50% of the premium paid **every** year since 1908. Thirteen continuous years of providing fire insurance on the hardware dealer's store building, stock, warehouses, dwelling and household furniture at a 50% saving. Quebec, Ontario, Manitoba, Saskatchewan and Alberta dealers can now make the same savings by placing their fire insurance with the HARDWARE MUTUALS.

**Buy Hardware Mutual Fire Insurance And Save 50%**

**The Insurance You Will Eventually Carry**

*Write For Explanatory Folders*

## THE CANADIAN HARDWARE AND IMPLEMENT UNDERWRITERS

C. L. CLARK, MANAGER
802 Confederation Life Building, Winnipeg
or
Provincial Managers

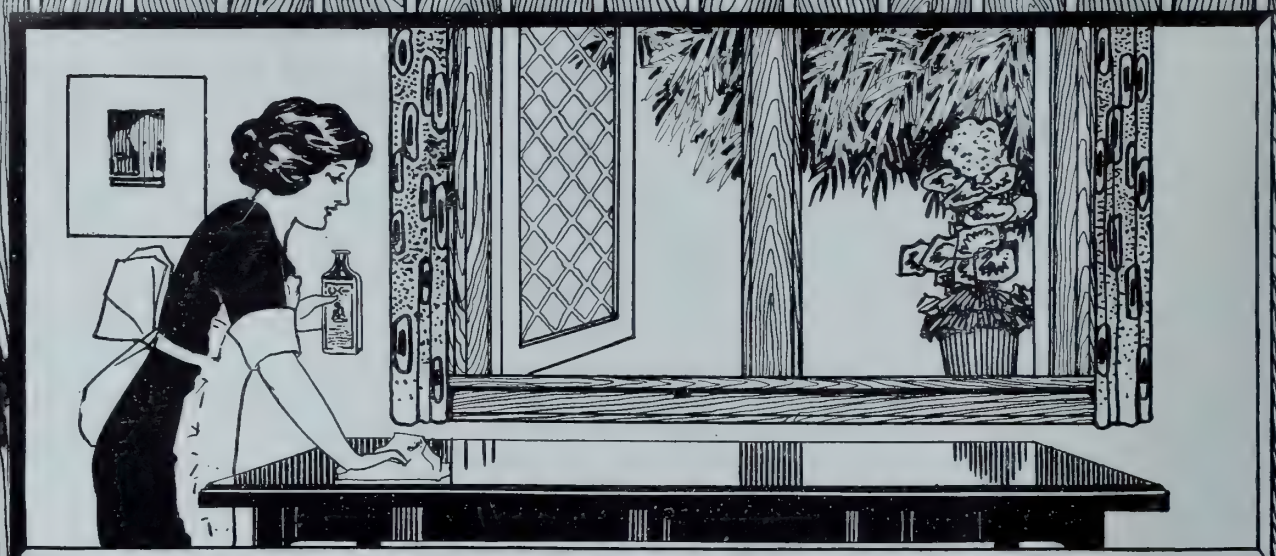
F. A. Martin
P. O. Box 137
Colborne, Ont.

C. W. Athey
504 MacLean Block
Calgary, Alta.

I. E. Fairchild
802 Conf. Life Bldg.
Winnipeg, Man.

A. E. Athey
2329 Montreal Street
Regina, Sask.

Alfred Brunelle
Room 12
Maisonneuve Bldg.
97 St. Jacques St.
Montreal, Que.



# The Importance of Rapid "Turn-over"

Is more apparent to the dealer to-day than ever before.

Your capital invested in O-Cedar Polish and the O-Cedar Polish Mop, turns over rapidly.

These products sell readily because the thrifty Canadian housewife has learned that the O-Cedar trade-mark is a guarantee of satisfaction.

Make the most of O-Cedar turn-over possibilities—make attractive displays of Mop and Polish—keep O-Cedar in the foreground all the time—use the Window Cards which we gladly furnish for this purpose.

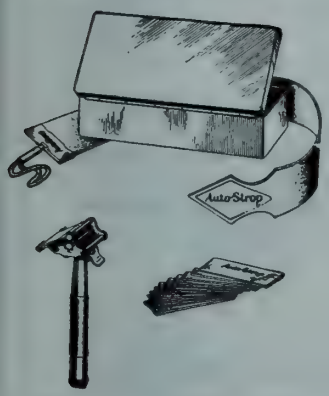
O-Cedar Polish Mop
Small $1.25
Large $2.00

**CHANNELL LIMITED**
**TORONTO**

O-Cedar Polish in tins $1.50 to $3.50
Bottles 30c and 60c

# O-Cedar Polish

# 'RICE LEWIS' NEWS




*The "AutoStrop."*

# Razors---Razors

## *---all kinds of them ---from the old straight blade to the latest safety*

*The "AutoStrop."*

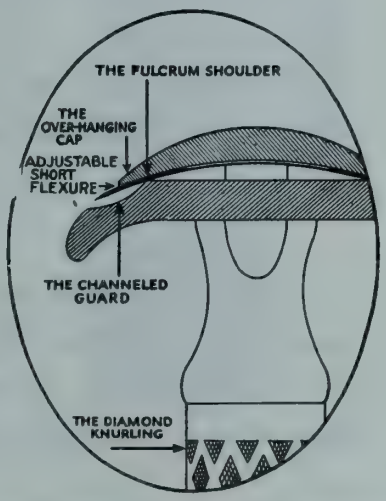
When it's anything in razors that's required we are right there with a full line of the most popular makes. We carry the latest styles in "Auto Strop" Safety Razors—(the kind that you strop automatically), the "Durham-Duplex"—(the razor that combines the virtues of the straight blade with safety), the "Gem" and the "Ever Ready" (both of which sell at the popular price of one dollar), and not the least the New Pattern "Gillette"—(the principle of which is illustrated below).

*The "Gem."*

*The "Ever Ready."*

## The Improved "Gillette"

We stock the following new improved Gillette Razors—the Richwood, the New Standard, the Tuckaway, the Big Fellow and the Aristocrat, all of which are built on the fulcrum shoulder principle as herewith illustrated, bu are put up in different styles to meet the public's demand.




## The "Gillette" for a dollar

This is the "Brownie" Gillette made in the old style, which as you know is most satisfactory. It is put up with 3 double edge blades, nicely cased to meet the demand for a dollar razor.

We now offer these four lines of straight Blade Razors—"Sheffield," "Wostenholm," "I. X. L.," and "Wade & Butcher."

Let us quote on your Fall Razor requirements or anything in Cutlery.

## Rice Lewis & Son, Limited, Toronto

*Ask the "Rice Lewis" Man or Write Direct*

# Enameled-Ware

## The Clean Ware for Preserving Needs

Funnels.

Fruit Jar Fillers.

Imperial Measures.

Lipped Preserving Kettles.

Last year a big number of Canadian hardware merchants were caught napping. They laid in a small stock of enameled-ware to meet the preserving season demand.

A week after the demand commenced they were cleaned right out. Then we were swamped with wires, night-letters, telephone calls and hurry-up orders for all kinds of enameled-ware preserving articles. It was a busy time for our packing and shipping departments, but they were equal to the occasion.

How about THIS season? Are you prepared?

Be on the safe side. Order now. Our enameled-ware lines are now selling at lower prices than a year ago.

Now is the time for a useful window display of enameled-ware Preserving Kettles, Fruit Jar Fillers, Imperial Measures, Funnels, Spoons, Ladles, Skimmers, Cullenders, Fruit Presses, etc.

Shipments Made Promptly

SMP "QUALITY"

The Sheet Metal Products Co. of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

SMP "QUALITY"

If interested, tear out this page and place with letters to be answered.

# "Canada"

## Flexible Steel Door Hangers

The real test of a hanger is performance "on the job." The "Canada" runs smoothly and easily on anti-friction, steel-roller bearings. It uses the same track as our famous "National" Hanger.

The Braced Rail, shown above at the left, is 1¼ x 3-16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The farmer was never more prosperous than to-day and probably was never more inclined to build and repair and generally to improve his buildings than now. 1921 will see a particularly active season in this way. The hardware merchant may expect unusual sales of builders' and garage hardware this year. It brings new customers and nothing holds them like Canada Steel Goods Co. products.

The "Canada" comes neatly and conveniently packed, one pair in a box, complete with bolts. Be sure to include "Canada" in your order.

*Drop Us a Line for a Catalog*

**Canada Steel Goods Co., Limited**

**Hamilton, Canada**

**If interested, tear out this page and place with letters to be answered.**

# Give a receipt
## and get all your money

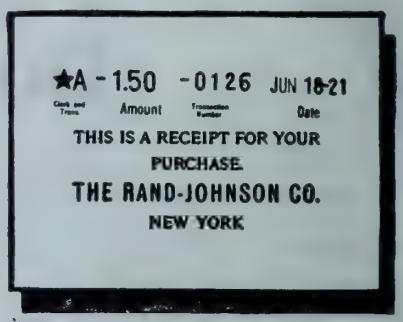
### The right way to handle a sale

1. Collect the goods at the wrapping counter beside the register.
2. Tell the customer the price and get the money.
3. Register the sale.
4. Wrap the receipt in the parcel.
5. Give parcel and change to the customer.

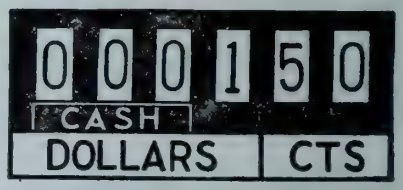
The customer gets quick service.

The clerk gets credit for making the sale.

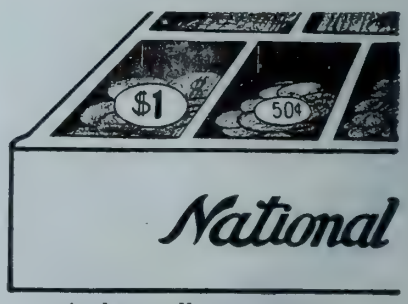
The merchant gets all of his profits.




Wrap this receipt in the parcel




Get this receipt inside the register




And get all your money

We make cash registers for every line of business

# NATIONAL
## CASH REGISTER CO.
OF CANADA LIMITED

If interested, tear out this page and place with letters to be answered.

# "DURO" ALUMINUM WARE

## 99% PURE

*Canada s Most Popular Cooking Utensil*

*Wide Range to Choose From.*

No. 169—Tea Kettle and Insert
5 Quart.

"Duro" is setting the pace in the quality race.

Every Piece Guaranteed.

Leading Jobbers Handle "Duro."

**Send for trial order---Duro Aluminum Cleanser. Contains six pads steel wool, one cake soap.**

Preserving Kettle
Sizes 3 to 12 Quart.

Double Boiler
1½, 2 and 3 Quart.

No. 46—Cake Turner

Black Handle Sauce Pan
Sizes 1, 2 and 3 Quart

**Made in Canada by**

# W. D. SHAMBROOK & CO.

**HAMILTON ONTARIO**

*Representatives:*

A. T. CHAMBERS, Vancouver. L. T. WALLS SALES LIMITED, Winnipeg.
J. R. ANDERSON, 36 St. Dizier St., Montreal. ARMSTRONG & PATTERSON, St. John, N.B.

# You Can Make 40% Profit

THE secret of successful merchandising is quick turn-over. To keep our factory working up to top notch, and to boost "Made in Canada" electrical goods, we are inaugurating a merchandising campaign, featuring our celebrated Sovereign Electric Iron. It's going to be a winner. Thousands of women will be attracted to the electrical stores, who are displaying the

# Sovereign Electric Iron

in their windows.

The margin of profit on the Sovereign Iron is particularly generous. The new list price of $6.00, and the special discounts, enable you to make 40 per cent. profit on this appliance.

Specially prepared advertising matter, suitable for your use, with your name and address printed, free of charge, is available. Sales letters printed on attractive dealer letterheads, ready-prepared newspaper advertisements, window cards, folders, etc., are yours for the asking.

*Boost "Made in Canada" electrical goods*

## Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.

# TABLE CUTLERY

## CELEBRATED I-XL QUALITY

MANUFACTURED BY

## GEO. WOSTENHOLM & SON

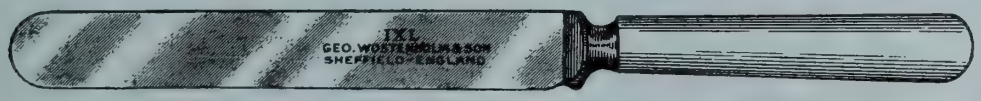
LIMITED

SHEFFIELD - ENGLAND

No. 2589

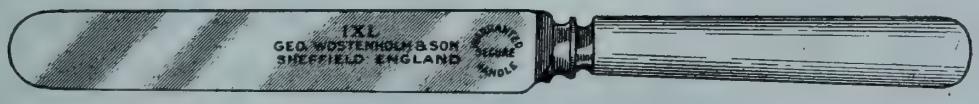
No. 2589 Table knives, also made in dessert size, with square grained celluloid handles, highly polished blades.

No. 5366




No. 5366 Table knives, also made in dessert size, with oval grained celluloid handles, hollow bolster, highly polished blades.

No. 5373




No. 5373 Table knives, also made in dessert size, with oval grained celluloid handles, waterloo bolster, highly polished blades.

Wostenholm table cutlery is sold with a positive guarantee on every blade and every sale means a satisfied customer.

Our workmen are of the most skilled in Sheffield. the tempering, grinding and finish therefore is brought to the highest point of efficiency.

The handles are of the finest selected grained celluloid, secured in such a manner as to assure their being fast.

SELLING AGENTS FOR CANADA

## A. MACFARLANE & CO., LTD.

MONTREAL, QUE.

*Whether for Skyscraper or Residence—*

# You'll Have Faith in

# LIBBEY FLAT DRAWN GLASS OWENS

UP TO THE PRESENT TIME. Glass has been the one uncertainty in the selection of building material.

Stone, brick, cement, steel, wood,—all thes could, by selection, be procured GOOD. Window glass, because of its natural defects has been the problem.

The advent of Libbey-Owens Flat-Draw.. Glass has changed this condition, for Libbey-Owens Glass possesses these great outstanding advantages—note them well, for they are important — Absolute uniformity of thickness—***Perfect*** Flatness throughout—No breakage in shipping—Little waste in cutting, as it breaks ON the cut—Perfect cutting temper—Perfectly annealed—Possesses a ***natural*** fire finish—will ***never*** fade—has ***no*** blemishes whatever!

Please note that when we use the word "perfect" we mean it: "perfectly flat" means that there is not the slightest variation from flatness from one end of a Libbey-Owens sheet to the other! These superlatives are justified by every piece of Libbey-Owens Glass which leaves our new Hamilton Factory, and the ***reasons*** for this perfection of manufacture are fully given in our description of the process of manufacture of Libbey-Owens Glass, which may be yours for the asking.

## Canadian Libbey-Owens Sheet Glass Company Limited

**Hamilton, Ontario**

Send TODAY for our fully illustrated descriptive booklet, entitled "The Story of Libbey-Owens Flat-Drawn Glass." You will find it intensely interesting reading, as it shows you the way out of ***all*** your sheet glass difficulties.

***"There is NO Flat-Drawn Glass but Libbey-Owens."***

LIBBEY FLAT DRAWN GLASS OWENS

MADE IN CANADA

# TIGER BRAND

# WHITE LEAD

## Bears the Government Seal of

# PURITY

**Has been the first choice of Canadian Painters for over Fifty Years**

**CHEMICALLY Pure, ground in refined linseed oil, it neither peels nor cracks. Packed in 12 1-2 lb., 25 lb., 50 lb. and 100 lb. irons, or in 500 lb. wood kegs.**

S.C.C.

**"STELCO" PUTTY**

Made by our own special process of grinding kiln-dried whiting with selected oils.

M.R.M. CO.

**"M. R. M." SHOT**

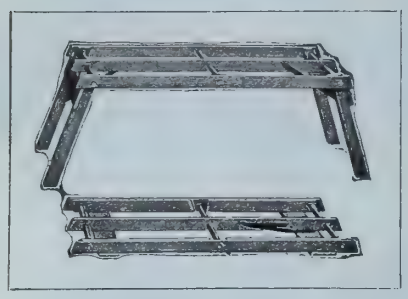
Standard Drop Shot in twenty-four sizes. Double-Chilled Shoe in twelve sizes.

THE STEEL COMPANY OF CANADA LIMITED

**HAMILTON** **MONTREAL**

If interested, tear out this page and place with letters to be answered.

# "Dowswell Products"

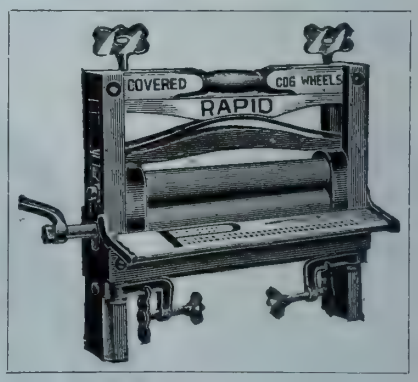


There has always been a demand for a cheap, light tubstand. The "Little Gem" which fills that demand has leaped into instant favor since it was introduced a short time ago.

Put some on your floor and see how readily they will sell.

A quality product that will be found extremely useful in any household. It is light and strong and can be put up and taken down by a woman leaving the lawn clear. As it has 7 foot Arms and 150 ft. of line it will hold a good sized family wash.

The "Rapid" is for those who want a good reliable wringer at a moderate price. It has standard grade rolls, which are guaranteed for one year in family use, and is built in the same careful way as the rest of our wringers. It is for use with either round or square tubs.




*ELECTROS FOR NEWSPAPER OR CATALOGUES SENT FREE*

## DOWSWELL, LEES & COMPANY, Limited

HAMILTON, CANADA

**Eastern Representative:**
JOHN R. ANDERSON, MONTREAL

**Western Representatives:**
HARRY F. MOULDEN & SON, WINNIPEG

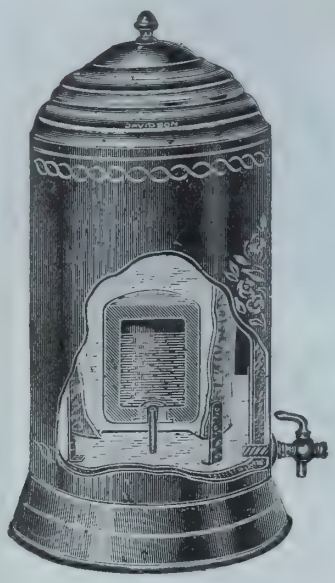
**If interested, tear out this page and place with letters to be answered.**

CANADA
FOUNDRIES & FORGINGS
LIMITED

# THE HATCHET PEOPLE OF CANADA

## Lathing, Shingling, Barrelling, Claw

JAMES SMART PLANT
Brockville, Canada



# JAPANNED WATER COOLERS

THE season for this line is here. Your stock should include this handsome line of Water Coolers. They are attractively decorated in colors and have nickel-plated faucets.

Stock up now and be prepared for the demand which is coming. Suitable for offices, stores, workshops, summer hotels and clubs as well as for domestic purposes.

Davidson Coolers are made in six sizes, from 2 to 16 gallons.

**Write for particulars and prices.**

**Ask for Booklet No. 2.**

*The Thos. Davidson Mfg. Co. Limited*

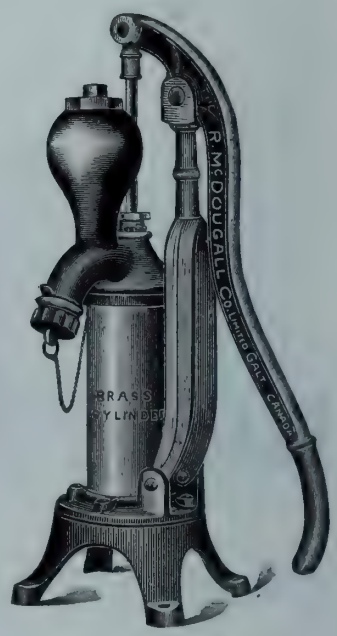
**Head Office: Montreal Branches: Toronto and Winnipeg**
**Steel Foundry Division: Lachine Canal, Turcot**

# DAVIDSON

# Gilt Edge Cottage Force Pump

*Will Elevate Water to Higher Levels For Bath, etc.*

Special attention is directed to the Force Pumps illustrated. These Pumps have been designed specially for Summer Cottage or any house where all the utensils of the room are exposed to view, and where neatness of design are features. Fig. 349 is a Force Pump and by connecting pipe to top of air chamber water may be elevated to a higher level for Bath or other domestic purposes. They are made in the latest and most substantial manner, are beautifully finished. The cylinders are Brass, Nickel Plated. We confidently recommend this Pump for purposes above described.




## The R. McDougall Co., Limited

*Manufacturers and Engineers*

**Galt, Ontario, Canada**

# Somebody's Mistaken

WHEN a hardware dealer sells a Chevrolet owner the same oil that he recommends for a Stearns Knight—*somebody's mistaken!*

When a Stutz car stops and gets an oil correct for a Chandler—*somebody's mistaken!*

When Packard, Ford and Maxwell owners are given oil from the same barrel—*somebody's mistaken!*

*Somebody's mistaken!* Who? The hardware dealer himself!

How can a hardware dealer take out of his oil business *every possible chance* of being mistaken?

By stocking the *complete* line of Gargoyle Mobiloils and having at hand the Chart of Recommendations.

Only one oil is best for any automobile, motor truck, motorcycle or tractor. The Chart will give you its name. You are then in a position to build both good will and good profits.

*Ask our salesmen for the Chart of Recommendations for your wall.*

GARGOYLE

# Mobiloils

*A grade for each type of motor*

## IMPERIAL OIL LIMITED

**Marketers of Gargoyle Mobiloils in Canada**

BRANCHES IN ALL CITIES

## Chart of Recommendations

Abbreviated Edition

### How to Read the Chart:

THE correct grades of Gargoyle Mobiloils for engine lubrication of both passenger and commercial cars are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendations should be followed during the entire period when freezing temperatures may be experienced.

The recommendations for prominent makes of engines used in many cars are listed separately for convenience.

The Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

| NAMES OF AUTOMOBILES AND MOTOR TRUCKS | 1921 | | 1920 | | 1919 | | 1918 | | 1917 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Summer | Winter | Summer | Winter | Summer | Winter | Summer | Winter | Summer | Winter |
| Allen | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Anderson | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Apperson (8 cyl) | A | A | A | A | A | A | A | A | A | A |
| All Other Models | | | | | | | A | A | Arc | Arc |
| Briscoe | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Buick | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Cadillac | A | A | A | A | A | A | A | A | A | A |
| Chalmers | A | A | A | A | A | A | A | A | A | A |
| Chandler Six | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Chevrolet (8 cyl) | | | | | A | A | A | A | A | A |
| " (Model 490) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | | |
| Cleveland | A | Arc | A | Arc | | | | | | |
| Cole | A | A | A | A | A | A | A | A | A | A |
| Columbia (Detroit) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Cunningham | A | A | A | A | A | A | A | A | A | A |
| Dixie Flyer | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Dodge Brothers | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Dort | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Elgin | A | Arc | A | Arc | | | A | Arc | A | Arc |
| Essex | A | Arc | A | Arc | A | Arc | | | | |
| Federal (Model S-X) | | | | | | | A | A | A | A |
| (Special) | | | | | | | Arc | Arc | | |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | A | A | Arc | Arc |
| Ford | E | E | E | E | E | E | E | E | E | E |
| Franklin | A | A | A | A | A | A | A | A | A | A |
| Grant (6 cyl) | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| " (Com) (Model 12) | | | | | A | Arc | | | | |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | | | | |
| H. C. S. | A | A | A | A | | | | | | |
| Haynes (6 cyl) | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| " (12 cyl) | A | A | A | A | A | A | A | A | A | A |
| Holmes | A | A | A | A | | | | | | |
| Hudson Super Six | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Hupmobile | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Jordan | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Kelly-Springfield | A | A | A | A | A | A | A | A | A | A |
| King (8 cyl) | | | A | A | A | A | A | A | A | A |
| Kissel Kar (12 cyl) | | | | | | | A | A | A | A |
| " All Other Mods | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| LaFayette (Indianapolis) | A | A | A | A | | | | | | |
| Lexington (Cont Eng) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Liberty | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Lincoln | A | A | | | | | | | | |
| Locomobile | A | E | A | E | A | E | A | E | E | E |
| Marmon | A | A | A | A | A | A | A | A | A | A |
| Maxwell | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Mercer | A | A | A | A | A | A | A | A | A | A |
| Mitchell | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Monroe (Model M) | | | | | | | A | Arc | A | Arc |
| All Other Models | A | A | A | A | A | A | A | A | A | A |
| Nash | Arc | Arc | A | Arc | A | Arc | A | Arc | | |
| " (Model 671) | | | | | | | A | A | | |
| " (Com) (Quad) | A | A | A | A | A | A | A | A | | |
| " (1 ton and 2 ton) | A | Arc | A | Arc | A | Arc | A | Arc | | |
| National (6 cyl) | A | A | A | A | Arc | Arc | Arc | Arc | Arc | Arc |
| " (12 cyl) | | | | | A | A | A | A | A | A |
| Oakland | A | A | A | A | A | A | A | A | Arc | Arc |
| Oldsmobile (4 cyl) | A | Arc | | | A | Arc | | | | |
| " (6 cyl) | A | A | A | A | A | A | A | A | Arc | Arc |
| " (8 cyl) | A | A | A | A | A | A | A | A | A | A |
| Overland | A | Arc | A | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Packard | A | A | A | A | A | A | A | A | A | A |
| Paige (6 cyl) | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| (Cont Eng) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| " All Other Models | A | A | A | A | | | | | | |
| Peerless (8 cyl) | A | A | A | A | A | A | A | A | A | A |
| " All Other Models | | | | | | | Arc | Arc | Arc | Arc |
| Pierce-Arrow | A | A | A | A | A | A | A | A | A | A |
| " (Com) (5 ton) | A | A | A | A | A | A | Arc | Arc | Arc | Arc |
| " All Other Mod | A | A | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Premier | A | A | A | A | A | A | A | A | A | A |
| Reo | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Republic (1 and 1½ ton) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| " All Other Models | Arc | Arc | Arc | Arc | A | Arc | A | Arc | A | Arc |
| R & V Knight | B | A | B | A | | | | | | |
| Saxon | A | Arc | A | Arc | E | E | E | E | F | E |
| Scripps-Booth (4 cyl) | | | | | | | Arc | Arc | A | Arc |
| " All Other Models | A | A | A | A | A | A | A | A | A | A |
| Selden (1½ ton) | | | | | | | | | A | Arc |
| " (5 ton) | A | A | A | A | Arc | Arc | Arc | Arc | | |
| " All Other Mods | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Stearns-Knight | B | A | B | A | B | A | B | A | A | A |
| Stephens | A | A | A | A | A | A | A | A | Arc | Arc |
| Studebaker | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Stutz | A | A | A | A | A | A | A | A | A | A |
| Templar | A | A | A | A | A | A | A | A | | |
| Velie (Model 34) | A | Arc | A | Arc | | | | | | |
| " (Com) (½ ton) | | | | | A | Arc | A | Arc | | |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | | |
| Westcott | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| White (16 valve) | | | | | A | A | A | A | A | A |
| " (3 and 5 ton) | A | A | A | A | A | A | | | | |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Willys-Knight | B | A | B | A | B | A | B | A | A | A |
| Willys Six | | | | | Arc | Arc | Arc | Arc | Arc | Arc |
| Winton | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |

### Prominent Makes of Engines

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Beaver (Mod J-JA-JB-JC) | A | A | A | A | A | A | A | A | | |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Buda (Mod ATU-BTU-CTU-DTU-ETU-FTU-HU-HTU-IU-ITU-XU-XTU-YU-YTU) | A | A | A | A | A | A | A | A | A | A |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Continental (Model B2) | A | A | A | A | A | A | | | | |
| " (Model T) | | | | | A | Arc | A | Arc | A | Arc |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Falk | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| G B & S (Model AA) | A | A | A | A | A | A | | | | |
| All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Herschell-Spillman (Models JU-S-V & VA) | | | | | A | A | A | A | A | A |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Hinkley | A | A | A | A | A | A | | | | |
| Northway (Mod 108) | | | | | | | | | Arc | Arc |
| All Other Models | A | A | A | A | A | A | A | A | A | A |
| Waukesha (Models CU-DU-EU & FU) | A | A | A | A | A | A | | | | |
| All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Wendely | A | A | A | A | A | A | A | A | A | A |
| Wisconsin (Mod Q & QU) | | | | | A | Arc | A | Arc | A | Arc |
| " All Other Models | A | A | A | A | A | A | A | A | A | A |

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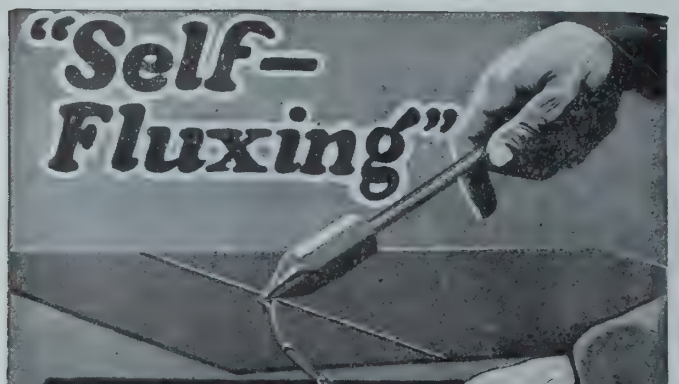



## —a feature that appeals to every class of hardware trade—

Manufacturers use Self-Fluxing solder because it speeds production—repairmen, garagemen and tinsmiths, because it is convenient, rapid and certain—householders, because it is the only solder for the layman. And all of these customers are impressed by the remarkable work it does, and therefore continue to buy—

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

You, too, will like this Self-Fluxing, genuine lead-and-tin solder. First, for the same reason your customer likes it; because it will enable you to do your own work better—second, because it is easy to handle. It stocks two items in one—flux and solder. It's easy to sell; easy to *keep* sold.

Satisfaction all along the line! Why? Simply because fluxing, the hard part of soldering, has been eliminated by putting the flux in the solder. Note that the flux feeds out before the solder melts, insuring a perfect bond; no chance of faulty fluxing; soldering time cut in half!

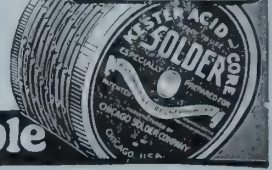
Try it on your hardest job. If you like it, you can buy it in one pound cartons and on one, five and ten pound spools.

*Auto Repairmen*

*Tinsmiths*

*Householders*

*Electricians*




**Chicago Solder Company**
4225 Wrightwood Ave., Chicago

*Direct Factory Representatives:*
Louis J. Ziesel Co.
216 Market Street, San Francisco
The Faucette-Huston Co.
Chattanooga, Tenn.

**Get a Free Sample**

H-M7-23-21

CHICAGO SOLDER COMPANY
4225 Wrightwood Avenue
Chicago, Illinois

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

*Name*.....

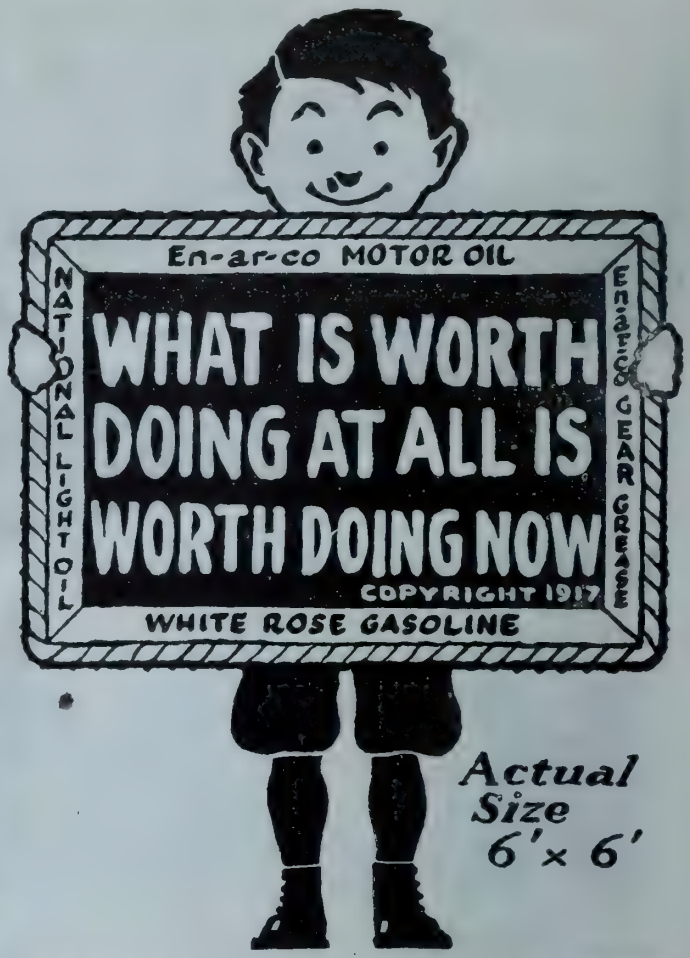
*Company*.....

*Address*.....

*City*..... *State*.....

*Our Supply House is*.....






*Actual Size 6' x 6'*

# HIRE THIS BOY

*He Will Get the Business*

Put him out in front of your store. Chalk up a new epigram on his slate every other day. Let this sturdy 6 foot sign draw the attention of the crowds your way.

This famed En-ar-co Boy and Slate sign will do it. Other dealers in "gas" and oil have, after trying it out, been greatly surprised at the extra business the sign has produced.

We want you to get this sign. First, let us tell you about our plan for supplying it—along with the particulars of our system for providing the novel, interesting, catchy sayings for the big slate. Use the coupon now. No obligation.

**Canadian Oil Companies Limited**

Branches:
Toronto, London, Montreal, Quebec, St. John, Halifax, Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

To CANADIAN OIL COMPANIES, LIMITED,

Nearest Branch .....

Send me the information about that En-ar-co Boy and Slate Proposition.

NAME.....

ADDRESS .....

TOWN or CITY .....

I AM IN THE.....BUSINESS
(Indicate kind of Business)

The "NATIONAL" Line
OF
GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

**THE NATIONAL FARMING MACHINERY Limited**
**Montmagny, Quebec**

# LANE'S UNIQUE TOOLS
## The Unique Angle Socket Wrench Set

Style "K" Set

Lane's Style "K" Angle Socket Wrench Set, consists of a right angle, hexagon key 8 in. long, and six round, cold rolled, hardened steel sockets, with broached hexagon openings. Size of socket openings: ½", 9/16", ⅝", also 11/16", ¾", and ⅞". Packed in Brown Karatol Case, weight 20 ozs.

This little wrench sells splendidly because every man of mechanical intelligence appreciates its exceptional value for removing stubborn cap-screws and hexagon nuts. It is made entirely of steel, has powerful leverage, and, like all "Unique" Tools, is guaranteed against wear and breakage. It is built for speed, and never slips, or "chews up" screws or nuts.

*Manufactured by*

**WILL B. LANE UNIQUE TOOL CO.**
*170 W. Randolph St., Chicago, Ill.*

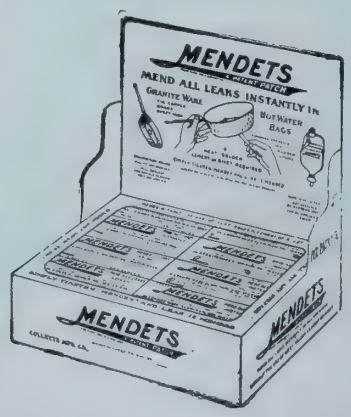
MENDETS
A PATENT PATCH

# "Will Quickly Make This Pile of Utensils as Serviceable as Ever"—That Good News Makes Your Customers Buy

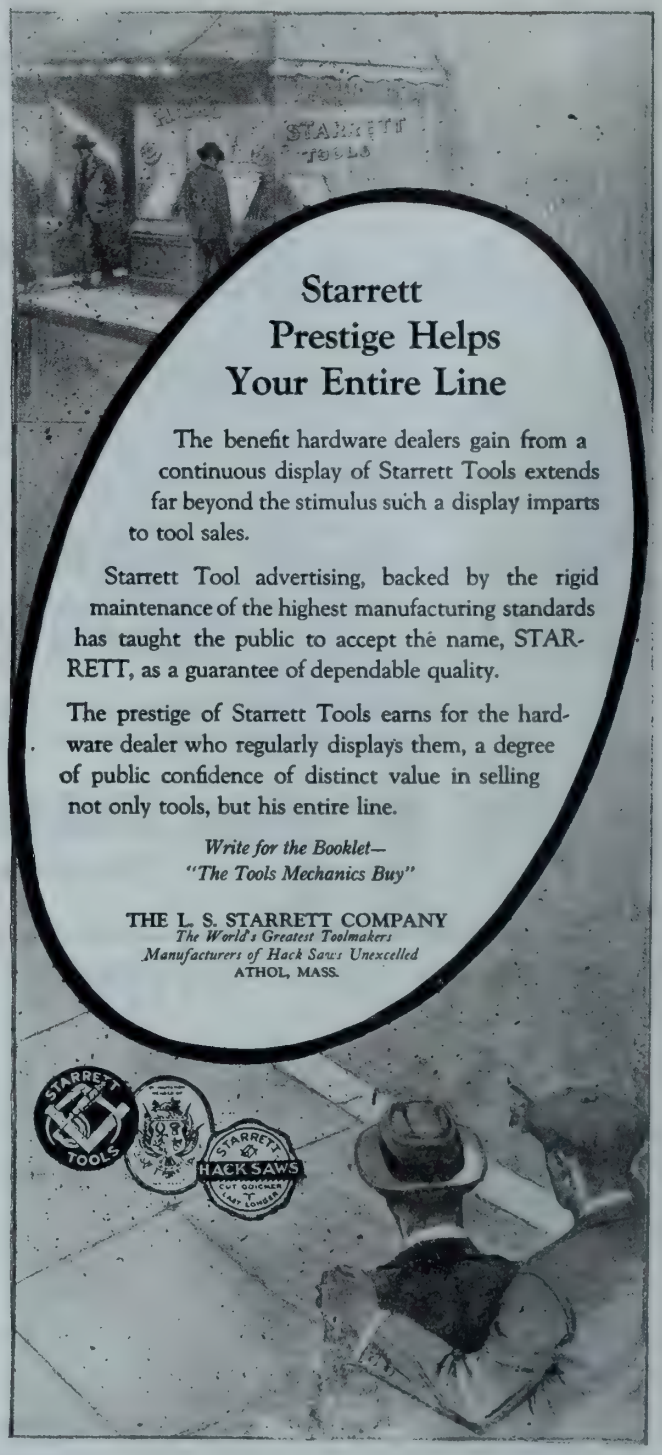
The great sales of Mendets and their wonderful, money-making value to the merchant really rest on comparatively simple facts after all.

Everybody's home has a collection of utensils that are wholly unserviceable because of small leaks.

Mendets mend these leaks at practically no expense or trouble. Repairing is made so easy, the cost is so insignificant, and the economy effected so worthwhile, that the combination is a very forceful inducement to buy Mendets. They sell in millions.




**Collette Mfg. Company**
Collingwood, Ontario




## Starrett Prestige Helps Your Entire Line

The benefit hardware dealers gain from a continuous display of Starrett Tools extends far beyond the stimulus such a display imparts to tool sales.

Starrett Tool advertising, backed by the rigid maintenance of the highest manufacturing standards has taught the public to accept the name, STARRETT, as a guarantee of dependable quality.

The prestige of Starrett Tools earns for the hardware dealer who regularly displays them, a degree of public confidence of distinct value in selling not only tools, but his entire line.

*Write for the Booklet—*
*"The Tools Mechanics Buy"*

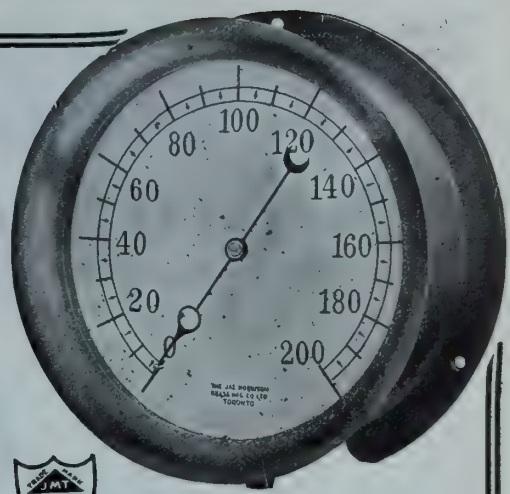
THE L. S. STARRETT COMPANY
*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*
ATHOL, MASS.

Send for Catalog No 22 "MA"

# Sell Starrett Tools

*Sales Built on Confidence*

# Morrison Gauges




include gauges for every conceivable purpose—for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

**James Morrison Brass Mfg. Co., Ltd.**

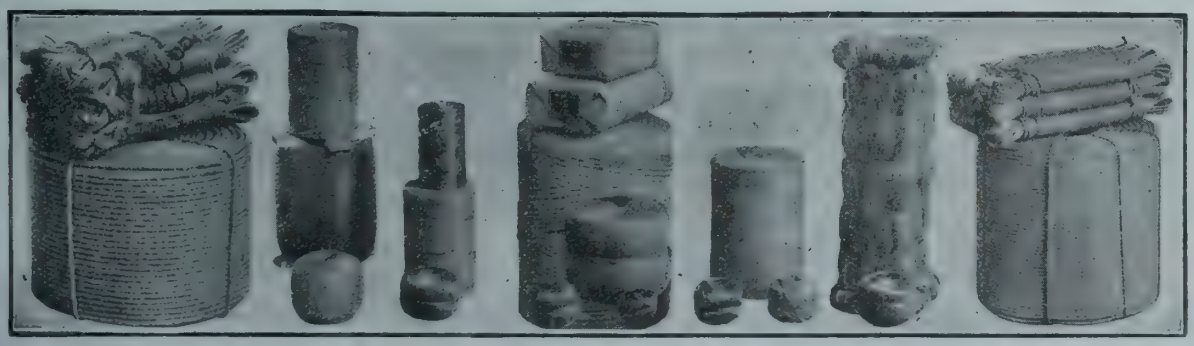
**93-97 Adelaide Street West, Toronto**

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

Flax, Hemp and Jute

# Twines and Cordage

At Manufacturers' Prices



DOON TWINES D MADE IN CANADA

## Doon Twines Limited

Spinning Mills at Doon and Kitchener

Head Office: Kitchener, Ontario

No. 7908

# *TWO HOUSEHOLD FAVORITES*

of exceptional quality and finish, that have proven their worth.
No cutlery stock is complete without these two numbers.

**This Trade Mark** THE CLYDE CUTLERY CO. Clyde 1850 CLYDE, OHIO. U.S.A. **Is Your Guarantee**

*The CLYDE CUTLERY CO.* make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

CANADIAN SALES OFFICE:

*ADCOCK & BREWER, LIMITED*
*MONTREAL, QUE.*

No. 2138½

# Ask The Man Who Uses

our goods, why he always prefers

# London Bar Iron

and he will tell you that
it is built with

## QUALITY RIGHT THROUGH

---

# FOR QUALITY

is the chief aim of each department through which it goes

**Ask for it by name from the wholesaler**

# London Rolling Mills Co.

LIMITED

LONDON, CANADA

---

**NOVA SCOTIA STEEL & COAL CO., Limited**
**NEW GLASGOW, N.S.**

*Manufacturers of*

## FERRONA PIG IRON

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

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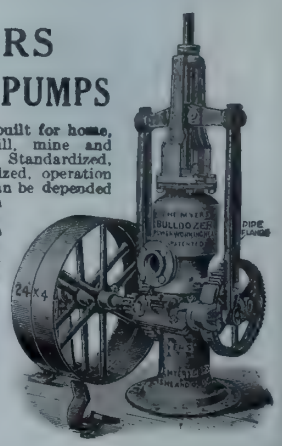
## MYERS POWER PUMPS




Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

**F.E. Myers & Bro.**
ASHLAND
OHIO

If interested, tear out this page and place with letters to be answered.

# THE HAMILTON STOVE & HEATER CO., LIMITED

—SUCCESSORS TO—

# GURNEY, TILDEN & COMPANY LIMITED

75 YEARS SUCCESSFUL MANUFACTURING

MANUFACTURERS OF

**STOVES, RANGES, BOILERS, RADIATORS, FURNACES, REGISTERS, LOCKS, AND HARDWARE**

Souvenir Stoves Ranges
New Idea Heating Goods
Hamilton Locks

HEAD OFFICE AND WORKS
HAMILTON, ONTARIO
ESTABLISHED 1843
WAREHOUSES AT
WINNIPEG & VANCOUVER

CABLE ADDRESS
"HASTCO"
WESTERN UNION TELEGRAPH CODE
AND A. B. C. CODE FIFTH EDITION

**SOUVENIR**
- Ranges
- Cooking Stoves
- Warming Closets
- Heaters
- Caboose or Van Stoves
- Base Burners
- Box Stoves
- Laundry Stoves
- Cottage Furnaces
- Gas Ranges
- Gas Hot Plates
- Gas Garage Heaters
- Gas Garage Incinerators
- Jacket Water Heaters
- Radiators
- Lang Hotel Ranges

**NEW IDEA**
- Warm Air Furnaces
- Hot Water & Steam Boilers
- Round & Sectional Square

**IDEAL**
- Smokeless Boilers

**GURNEY HAMILTON**
- Locks and Keys
- Panic Exit Locis
- Simplex Transom Lifters
- Sash Lifts and Fasts
- Escutcheons
- Push Plates
- Letter Box Plates
- Bell Sets
- Knobs
- Store Door Sets
- Front Door Sets
- Inside Door Sets
- Sliding Door Sets
- Foot and Chain Bolts
- Extension Flush Bolts
- Cupboard Catches
- Transom Catches
- Drawer Pulls
- Hat and Coat Hooks
- Casement Holders
- Shelf Brackets
- Transom Chains
- Sash Pulleys
- Hinges and Butts
- Kick Plates

All Standard Finishes or to sample

HAMILTON, CANADA July 12, 1921.

TO THE TRADE:-

PIPELESS FURNACES

The rapid progress of the PIPELESS FURNACE has stirred up keen interest with dealers and consumers, and dealers now seem conscious of the fact that a PIPELESS FURNACE agency is a money maker and worthy of real attention.

Hundreds of merchants from all parts of the country are availing themselves of the opportunity afforded them to make big profits and are pushing the sale of the PIPELESS FURNACE very vigourously.

Are you one of those dealers? If not, why not resolve today to go after this business in your locality? We feel sure you would not be disappointed in your efforts, as in nearly every district there are a great many householders who would buy a PIPLESS FURNACE if they only knew of its many advantages.

The simplicity of the PIPELESS FURNACE installation makes every home without a furnace a prospective sale.

In order for you to build up a satisfactory heating business it is very necessary to have a furnace that will give real service and here is where we can play our part.

We are offering our NEW IDEA PIPELESS FURNACE on an exclusive agency basis to dealers in their respective districts and assisting them to make sales by advertising extensively in a wide list of daily newspapers and farm publications. We also send Pipeless Furnace circulars and write sales letters to any prospects whose names our agents supply to us. This method of contact is resulting in good business through a large number of dealers who are agents for the NEW IDEA PIPELESS FURNACE.

We are enclosing herewith circular of the NEW IDEA PIPELESS FURNACE and would ask you to look it over and consider this matter now and write us at once for further particulars, catalogues, pamphlets and prices. It will pay you to act quickly.

Yours truly,

THE HAMILTON STOVE & HEATER CO., Limited,

F. Hewson

General Sales Manager.

*The above is a copy of a letter mailed by the Hamilton Stove and Heater Co., Limited, this week to the hardware trade. If by any chance you did not receive the letter or the circular mentioned in the letter, your request by postal card will receive prompt attention.*

MADE IN CANADA

# Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

## A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

## The Newest and Latest Maxwell Washer

AS ITS NAME implies, this washer cleanses the clothes by the vacuum process—the simplest and most natural method known. It makes instant appeal to every housewife entering your store.

*Maxwell*

## Vacuum Washer

Note that the location of the gears is UNDER the tub. The washer cannot tip over when the cover is open, for there are no heavy gears above tub to make it top heavy. Automatically-cut gears ensure an exceptionally smooth, quiet running machine.

All wooden parts are beautifully finished in natural wood and metal parts painted in aluminum bronze. Its appearance attracts immediate attention. A single demonstration effects many sales, for every satisfied user sells others.

Write for descriptive folder and prices.

**Maxwell's Limited**
**ST. MARYS, ONTARIO**

# DEMON GRIP

## Pump Rod Couplings

*Welded and Forged Steel*

They attract favorable first attention because they come neatly packed in boxes of 25. They convince customers by their superior selling points:

- Made of Steel—same as the rod.
- Hot Forged—perfect hex.
- Welded—makes solid job.
- Strongest—over three times as strong as malleable.
- Packing—twenty-five in a box to go on your shelf.
- They make a novelty of a staple article and attract attention.

*Manufactured by*

## Edward E. Johnson, Inc.
2304 Long Avenue
St. Paul - Minn.

# Again in Demand

**The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.**

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

**Order a supply of Cane's Tubs from your dealer for a source of Good Revenue**

**The Wm. Cane & Sons Company, Ltd.**
**Manufacturers** **NEWMARKET, ONTARIO**

# SIMONDS

## CRESCENT GROUND CROSS-CUT SAWS

Simonds Canada Saw Co., Ltd.
"THE SAW MAKERS"

Montreal, Que., St. John, N. B.
Vancouver, B. C.

---

# Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

TRADE MARK

NON-STAIN CUTLERY

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

| | | |
|---|---|---|
| Regd A.D 1681 | "BUTLER" 1768 | ART 1861 |

**GEO. BUTLER & CO., LTD., Sheffield, England**
**London Showroom, 62 Holborn Viaduct, E.C. 1.**
**Address correspondence to TRINITY WORKS, SHEFFIELD**

---

## WHAT THE STAR STANDS FOR.

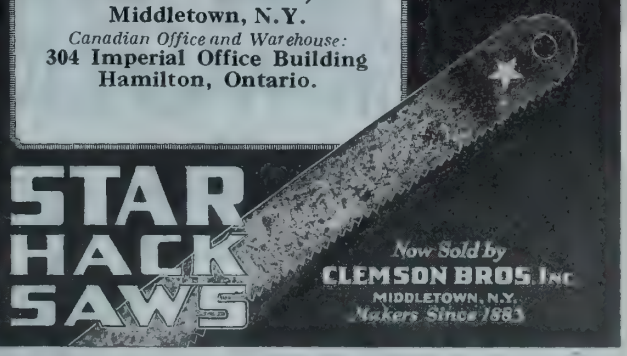
The Star mark on hack saws stands for faster cutting and faster selling in hack saws.

It stands for 35 years of leadership which makes it the best blade for every dealer to carry.

Insist on the genuine.

Star Hack Saws are now sold by Clemson Bros., who have made them since the beginning.

**CLEMSON BROS., Inc.**
Middletown, N.Y.
*Canadian Office and Warehouse:*
304 Imperial Office Building
Hamilton, Ontario.

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**Your trade is entitled to the best article procurable for a given purpose, price being equal.**

AERO

## AERO SASH CORD

**WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.**

Manufactured by
**THE AERO MFG. CO., LIMITED**
LENNOXVILLE QUEBEC
*Western Agents:* The H. L. Perry Co., Limited, Winnipeg, Man.

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

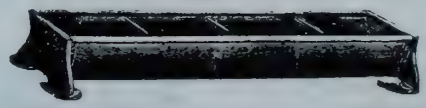
We manufacture—

**Iron, Copper and Brass Rivets**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, Etc.**

**The Parmenter & Bulloch Co., Ltd.**
**GANANOQUE, ONTARIO**

**John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.**

# Dealers — Here's your chance to make Easy Profits



WELDED COPPER STEEL

# HOG TROUGHS

These troughs are made of copper steel and welded throughout, making them practically one-piece: no chance of leaking. To prevent rust and wear each one is coated with an acid-proof, brine-proof oil, forming a porous-proof elastic film which toughens with age and is absolutely water proof.

Note these new reduced prices: 4 feet, 70c per foot; 5 feet and longer, 60c per foot, with liberal dealers' discount. *Farmers are sending their orders for troughs direct to us because you are not carrying them in stock.* Get in on this now—send an order for at least fifty-foot sample lot. Fuller information and catalogue of Tanks, Water Troughs, etc., sent on request.

**The Steel Trough & Machine Co., Limited**
**4 James Street - Tweed, Ontario, Canada**

# UNIMECO WROUGHT WASHERS

MADE IN CANADA

## Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

THE BEST IN GLASS

The BEST in

# GLASS

## For Every Building Purpose

## PLATE GLASS

For Show Cases, Shelves, Display Counters. Also Mirrors.

Sheet and Fancy Art Glass and

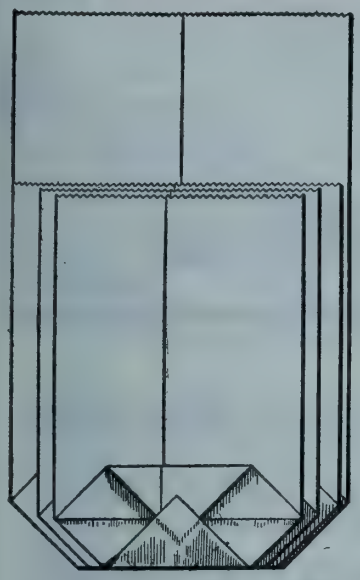
**ZOURI Safety Set**

Metal Store Front Construction

OUR LATEST CATALOGUE WILL BE SENT ON REQUEST

THE
**CONSOLIDATED PLATE GLASS CO**
OF CANADA LIMITED
WINNIPEG TORONTO MONTREAL

# Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

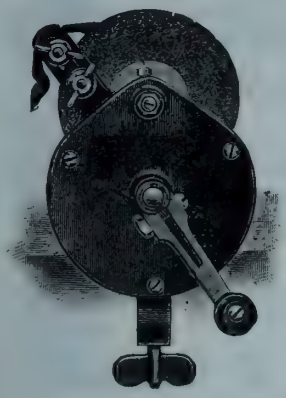
*Request samples and prices. You will be more than satisfied.*

**The Continental Paper Products, Ltd.**
**OTTAWA - CANADA**

# HARRIS HEAVY PRESSURE BABBITT METAL

ABSOLUTELY
BEST FOR ALL MACHINERY BEARINGS
**Hundreds of tons in use.**

**THE CANADA METAL CO., Limited**
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER



# Coolkutter Tool Grinders

*ARE ENCLOSED CUT GEAR MACHINES*

## Points That Make Sales

The Coolkutter Tool Grinder is a quality product that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build you. sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

**Western Hardware Mfg., Co.**
Milwaukee, Wisconsin

## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

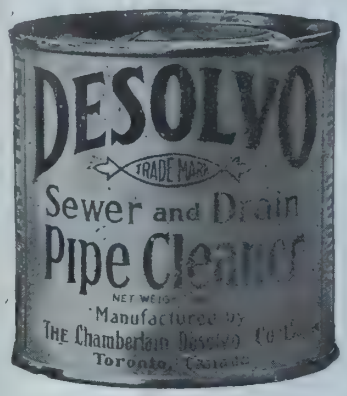
far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**




**It has a Big Market With Hotels, Office Buildings, Etc.**

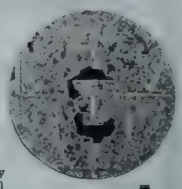
Desolvo is a boon to the big establishment. Your market is good for large lots of Desolvo with them. The time, money, and labor-saving features make these larger buyers steady repeat buyers.

**The Chamberlain Desolvo Company, 109 Church street, Toronto**

Eastern Canada Representatives:
Richardson & Bureau, 55 St. Francis Xavier St. Montreal, Quebec.
Ontario Representative: L F. Mayne, 875 Trafalgar St., London, Ont.
Western Canada Representatives: N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B.C.

# "CROWN" METAL SHINGLES

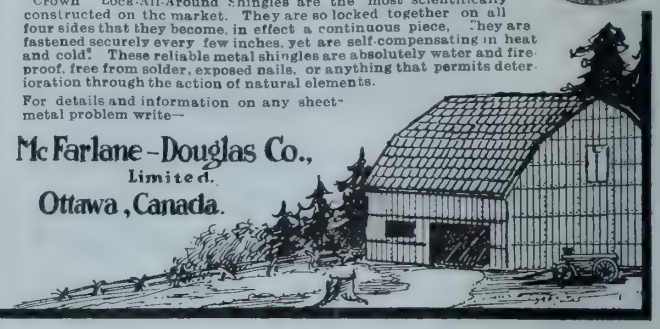
## Securely Locked On All Four Sides



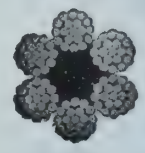
"Crown" Lock-All-Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self-compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder, exposed nails, or anything that permits deterioration through the action of natural elements.

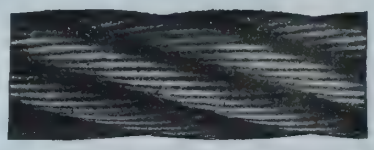
For details and information on any sheet-metal problem write—

**McFarlane-Douglas Co., Limited**
**Ottawa, Canada.**



# WIRE ROPE AND FITTINGS





**OF ALL CONSTRUCTIONS**

The demand is steady. Are you getting your share of this business? We co-operate with you.

***Have you a copy of our Catalogue?***

**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

**CANADA WIRE & IRON GOODS CO.**
**HAMILTON**

# Staple and Nail Machines

## High Grade, High Speed

# LOCK WASHER EQUIPMENT

of the most up-to-date kind

# Sleeper Hartley, Inc.

WORCESTER, MASS.

# STERLING £ TWINES

Made in Canada by

**The Sterling Twine Company, Limited**
**Walkerton, Ontario**

*Samples and prices upon application to*

**WILKINSON PAPER CO., LIMITED**
**76 Bay Street, TORONTO**

***Exclusive Selling Agents for Ontario***

# JOSEPH RODGERS & SONS LIMITED

**SHEFFIELD, ENG.**

**Avoid imitations of our**

# CUTLERY

**By seeing that this exact mark is on each blade.**

REGISTERED TRADE MARK
GRANTED 1682.

**SOLE AGENTS FOR CANADA**

# James Hutton & Company

MONTREAL

# GERMANTOWN LAMPBLACK

L M & C

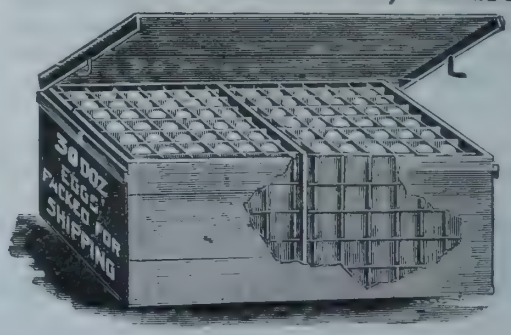
THE L. MARTIN CO.
HEADQUARTERS FOR
**LAMPBLACK**
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

**Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.**

# THE MILLER BROS. CO., LIMITED



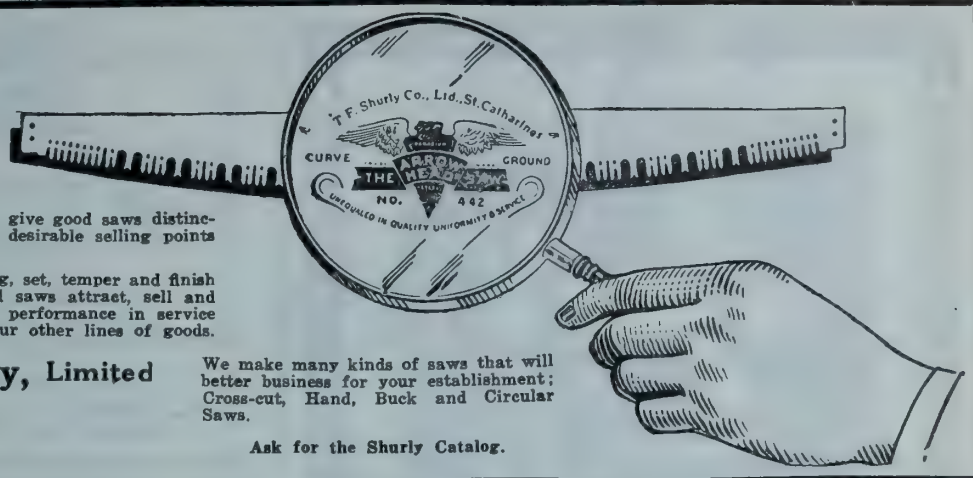

**Manufacturers of**
**White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.**
**20-38 DOWD STREET, - MONTREAL, CANADA**

## Arrowhead Saws

*Vanadium Steel*

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.




**T. F. Shurly Company, Limited**
**St. Catharines**
**Ontario**

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

**Ask for the Shurly Catalog.**

# Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

**"We Ship While Others Are Thinking About It."**

## Wheeler & Bain

**Toronto, Canada**

# Bale Ties

NAILS WIRE

## Laidlaw

**In World-Wide Use**

**SINGLE LOOP**

**CROSS HEAD**

## The Laidlaw Bale-Tie Co.

**Limited**

**Hamilton - - Canada**

**AGENCIES:**

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

## Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

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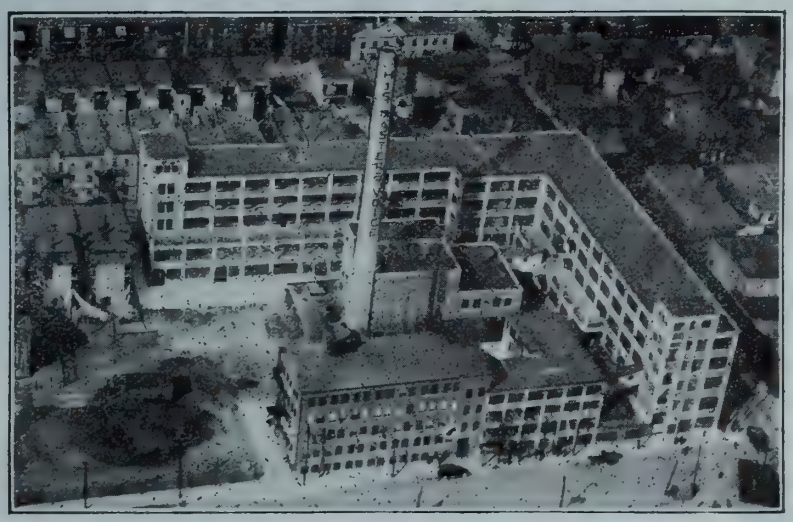

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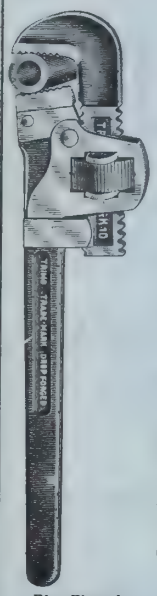

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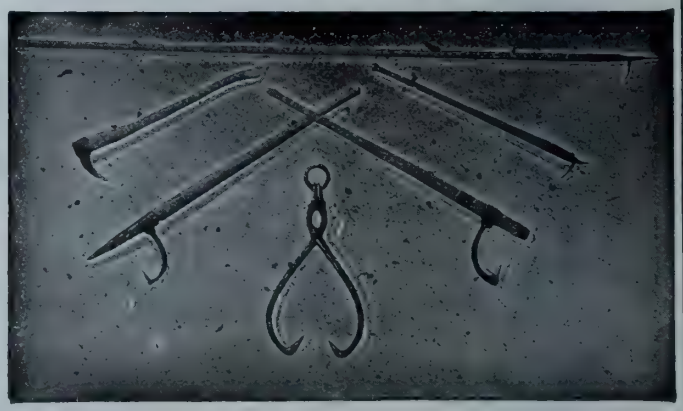

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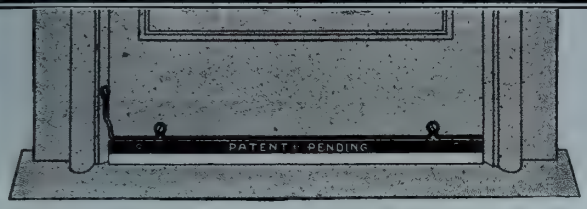


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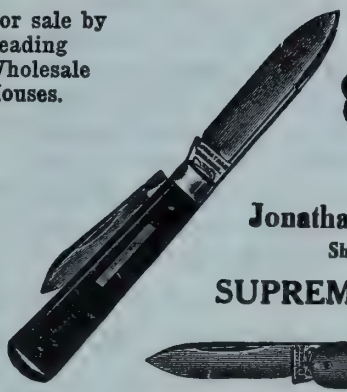

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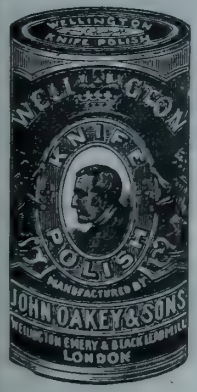


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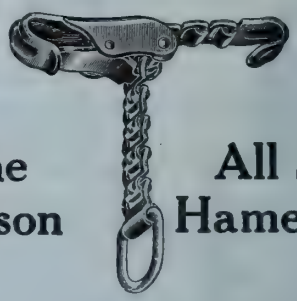

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# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII JULY 23, 1921 No. 30

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. JULY 23, 1921 No. 30

# Definite Steps to Stimulate Building

Important Conference of Various Branches of Building Industry Decides on Steps to Stimulate Construction—Ask For Lower Freight Rates on Building Materials, Reduced Prices on Supplies and General Reduction in Workmen's Wages.

THE first definite action along concerted lines, to arouse the building industry from its inertia of the past five years was taken at a joint meeting of those interested in the various branches of the industry, in Toronto. This was not entirely a local conference, there being representatives present from various parts of Canada, and special representatives with authority to act for dominion-wide interests. There were representatives of the Canadian Manufacturers' Association, Toronto Building Trades Council, the Builders' Exchange, manufacturers and building supply house representatives, contractors, architects, and organizers of the various trade unions interested. Senator G. Robertson, Minister of Labor, was chairman.

After an all-day discussion of the various phases of the question,action became confined to resolutions dealing with the lowering of wages of the trades interested in building, to the reduction of freight rates on building materials, and to the prospect of lower prices on building materials.

The actual resolution, endorsed by labor representatives and which they will put before their respective unions, was moved by J. B. Carswell, Carswell Construction Co., seconded by T. A. Woods, representing labor. The proposed cut in wages if accepted, will be effective from July 25. The resolution is as follows:—"Moved that inasmuch as figures have been presented at this meeting to show that material costs are rapidly declining, that costs of living are also rapidly declining, and that a reduction in wage rates as suggested below can be put into effect without in any way lowering the present standard of living. Therefore be it resolved that the 19 representatives from the Building Trade Unions take back to their respective unions the suggestion that a voluntary reduction of ten cents per hour be put into effect on July 25. Further, that another meeting be held between these 19 representatives and the Builders' Exchange on the 25th inst. to conclude the agreement. That the building material manufacturers be present at the same meeting to bring in all and every suggestion possible to further reduce material costs."

### Want Reduced Freights.

As it was clearly demonstrated by various manufacturers and supply men that high freight rates on their products was largely responsible for high costs, a resolution was passed calling for reduced freight rates on building supplies. A committee was appointed representing the various interests, to confer with the Canadian Freight Ass'n. and, if necessary to make application to the Board of Railway Commissioners for a complete revision of freight rates on those commodities used in the building industry in order to lesson delivery costs. This resolution was moved by F. B. McFarren representing brick manufacturers and seconded by R. J. Fuller, representing the contractors.

In opening the proceedings Senator Robertson attached significance to the fact that labor representatives were in conference with manufacturers and supply men in the offices of the Canadian Manufacturers' Ass'n. He thought this was an indication that both sides were showing a more co-operative spirit. In opening the discussion on the problems of the building industry, he emphasized the fact that the unemployment created by lack of building was one of its most serious aspects. In giving figures showing that at present 16.74 per cent of Canada's 800,000 workmen are out of employment, Senator Robertson painted a dark picture of what the forthcoming winter would bring forth unless some activity was awakened in this important industry.

### Where Adjustment Is Needed.

Statistics were given, bearing on this subject, which showed clearly where the adjustment was most needed. He did not think that labor should be called upon to bear all the brunt of the reduction required in building costs, citing the fact that while wages (average) in eight branches of industry in 1914 were 42. 8cents per hour this wage is now 86.6 cents per hr. an increase of 101%, whereas building materials were still 118% above 1914 levels. He also pointed to the fact that the cost of living was now only 63% above 1914 levels compared with the levels of building material prices. Construction costs were shown to have increased from 141.5 in 1914 to 403 in May 1920 and are now 309.

### Trend of Wholesale Prices.

Index numbers of wholesale prices in Canada by groups, May 1914, 1920 and 1921 were also given. Metals and implements were shown as 109.6 in May 1914, 252.3, in May 1920 an increase of 130% and 202.7 in May 1921, an increase of 85% over 1914 prices.

Fuel and lighting stand at 111.0 for 1914, 304.1 for 1920 and 255.8 for 1921, the latter an increase of 130% over 1914 levels.

Building materials were shown at 141.5 in May 1914; 403.0 in May 1920, and 309.0 in 1921, an increase now of 118% over 1914 levels.

Other figures submitted showed present prices on hides leather, boots and shoes to be 8% higher than 1914; grains and fodders 37% above 1914; animals and meats 47% above; dairy products 50%; fish 45%; fruits and vegetables 34%; miscellaneous groceries 93%; textiles 81%; house furnishings 173% above 1914 levels.

Some interesting figures were also submitted showing the scale of wages in 10 selected industries, as paid in seven leading countries.

Mill labor in iron and steel industry was shown to be paid a wage of $43.12 in the United States; $5.34 in Germany; $9.90 in Japan; $17.40 in England; $16.80 in France; $15.63 in Belgium.

Discussing the matter from another standpoint Senator Robertson stated that it was the desire to maintain the standard of living of Canadian workmen as far as possible but that the unfortunate part was that those countries with which Canadian products were in competition were not maintaining any such standard. He compared the wage of $44 per week paid the steel worker in the U.S., with the approximate wage of $35 per week in Canada (due to difference in exchange etc.), with the wage of $5 paid for the same amount of work in the same industry in Germany, $9

in Japan. This condition, he pointed out, practically eliminated Canada's chances of developing an export trade in many of its products.

**Building Trades Workmen Holding Out**

In reviving various costs Senator Robertson attached significance to the fact that costs of construction and rents were practically the only items to remain unchanged, or to have increased recently. He pointed to the fact that the workmen in the building trades were not joining workmen in other industries in accepting lower wages in the interests of a stimulation of activity,a nd that the result was that there were many men out of work, rents were increasing and at the same time there was a great need for housing accommodation.

Major L. L. Anthes, Anthes Foundry Co. Toronto, told how this firm, in company with others had kept plants operating throughout last winter largely to give employment, and that warehouses had been filled with stocks for which there was no demand.

Another manufacturer suggested lower frieght rates on building materials and asked that the unions adopt a more "elastic" attitude toward their men so that workmen who could find no employment in their particular line would be allowed to take up temporary employment elsewhere if available, and not have to be given relief while other work offered. He drew attention to the fact that while the export markets were hard to develop under existing conditions, that there was a great need for foodstuffs abroad and that this export market for part of Canada's great wheat crop this year should help things considerably.

**Adjusting Wages To Trend Of Living Costs**

A contractor stated that it was not the desire to reduce the workmen's wages, but that they should be merely adjusted in proportion to declines in the cost of living since the peak was reached. The average purchasing power of the dollar would be unchanged.

An architect stated that there was $8,000,000 worth of building in prospect in Toronto alone. He said this was not held up so much because of high costs, but because of the uncertain conditions prevailing whch had to influence their recommendations to clients.

The relation of financing to prevailing high costs in the industry was dealt with, representatives of labor drawing attention to the fact that loan companies would not lend money freely for building at present because they figured there would be a big decrease in sale value within the next few years. It was also pointed out that under the present system the builder was forced to secure a larger price for the building to offset the loss consequent upon the discounting of the second mortgage. A labor organizer asked why the loan companies would not take a mortgage for the whole value of the land and up to about 60% of the value of the property erected, and thus avoid the loss outlined.

**Labor Makes Report**

At the opening of the afternoon session the labor representatives presented the report of their deliberations concerning the proposed reduction in wages. It was pointed out that while the hourly wage seems large in some cases, that the average earnings for the year in many trades falls low. It was shown that the average yearly wage of carpenters is $1600, and for bricklayers $1100. It was pointed out that lower wages would reduce the buying power of the working classes and this would dampen the needed stimulation of buying necessary to right conditions. Labor also suggested that architects, general contractors, supply men and others curtail their incomes in like proportion in order that the general effect might be as extensive as possible. Replying to this the general contractors stated that 80% of the cost of a building could be influenced by labor alone, that 15% represented the contractors' overhead and 5% represented taxation and other such charges. It was stated that contractors were studying means to increase efficiency and reduce costs and that labor must do the same thing. Replying to labor's contention that wage reductions already effective in some lines had not stimulated trade, Senator Robertson pointed out that general reductions in all branches of trade would have this effect in that it would allow all branches to work in harmony toward a lower general level.

**Increasing Production Among Plumbers.**

George Clapperton, Bennett & Wright, Toronto, plumbing and heating engineers, stated that costs were being lowered as much as possible, that in the plumbing and heating industry an agreement had been made with the men at a rate of 90 cents an hour where formerly $1.15 was paid, and that steps were being taken which would increase the efficiency of the industry probably 25%.

Peter McMichael, Dominion Radiator Co. stated that confidence and co-operation was needed, adding that the manufacturers as a whole were handicapped today because people would not invest their money in the country's industry. He emphasized the importance of workmen producing in proportion with the wages paid them, as a factor in bringing costs to their correct basis.

Combating the contentions of labor that building materials should be reduced further before there was a reduction in wages, Senator Robertson pointed out that while it took $2.18 to purchase materials which $1.00 would have bought in 1914, and it took only $2.01 to purchase labor which $1.00 would have purchased in 1914, yet building materials were on the down grade,having declined from $2.84 as compared with $1.00 in 1914, while labor in these trades was practically at a standstill.

J. P. Anglin, contractor of Montreal, added that the labor cost is a fixed one while materials is not fixed, that there is no combine to maintain prices of the materials, and that therefore in view of the gradual reductions taking place on materials, the big factor is to get labor costs moving on a downward trend.

In speaking to the resolution calling for lower freight rates Mr. Fuller pointed out that these rates are pyramided in many cases and this increases the handicap. It was shown by a brick manufacturer that coal today costs what coal and the brick it burned cost in 1914.

Fred Armstrong, Port Hope Sanitary Mfg. Co. spoke briefly pledging the support of his company to any reasonable plans that might be made to stimulate building activity.

# Price Declines on Steel Products

STEEL prices continue to occupy a prior position in current market reports. While recent reductions at certain United States steel mills were reflected throughout buying circles generally in announcements of lower quotations, the tendency to further declines is still noticeable. This is especially true of steel wire and wire products, many of these lines now registering the second price cutting recorded during recent weeks.

While the eyes of manufacturers are thus turned upon the primary steel markets and price cuts or nominal quotations are being closely watched in that direction, the steel makers are in turn paying more attention to the stocks of manufactured goods on hand, it being recognized that these must show signs of moving before manufacturing consumers can do anything in the way of buying steel. Such goods include hardware, tools, cutlery, agricultural implements and machinery. Because of these facts, mill production is now recorded at a minuimm of capacity, a price cutting between the various producers has resulted from strenuous competition and the efforts to uncover buyers.

**Steel Reductions Greater Than Wage Declines**

In this connection, it is noted that recent price reductions by the United States Corporation constituted the fourth decline in officially listed quotations, since the pinnacle of high prices was established in the latter part of 1918. This price cut was announced in conjunction with the elimination of overtime pay for workmen at the steel mills, which latter fact is equivalent to the second reduction in wages. The previous lower wage scale became effective last May, and the current elimination of overtime, means an approximate decrease in the labor pay roll of 15 per cent, as previous to this reduction, all workmen were paid on the basis of time-and-a-half for any work over the eight-hour-per-day schedule. The scheme to reduce wages and steel prices in conjunction with each other, by the American steel mills, is likely to be followed with even further recessions in both directions, according to reports recently received, as in some cases, the Independent mills are still competing for prevailing business at lower price levels than the Corporation is now quoting officially.

**Comparison of Costs.**

Price-cutting in order to secure particularly attractive orders for steel and steel products, at this time, has brought forth an interesting comparison of the increased range in the various cost elements entering into the manufacturing price of one ton of finished steel. Statistics have been submitted to show that price increases during the war period in almost every instance are composed chiefly of higher wage levels, and that since the peak of inflation was passed, reductions in steel quotations have been far greater than the corresponding decline in wages.

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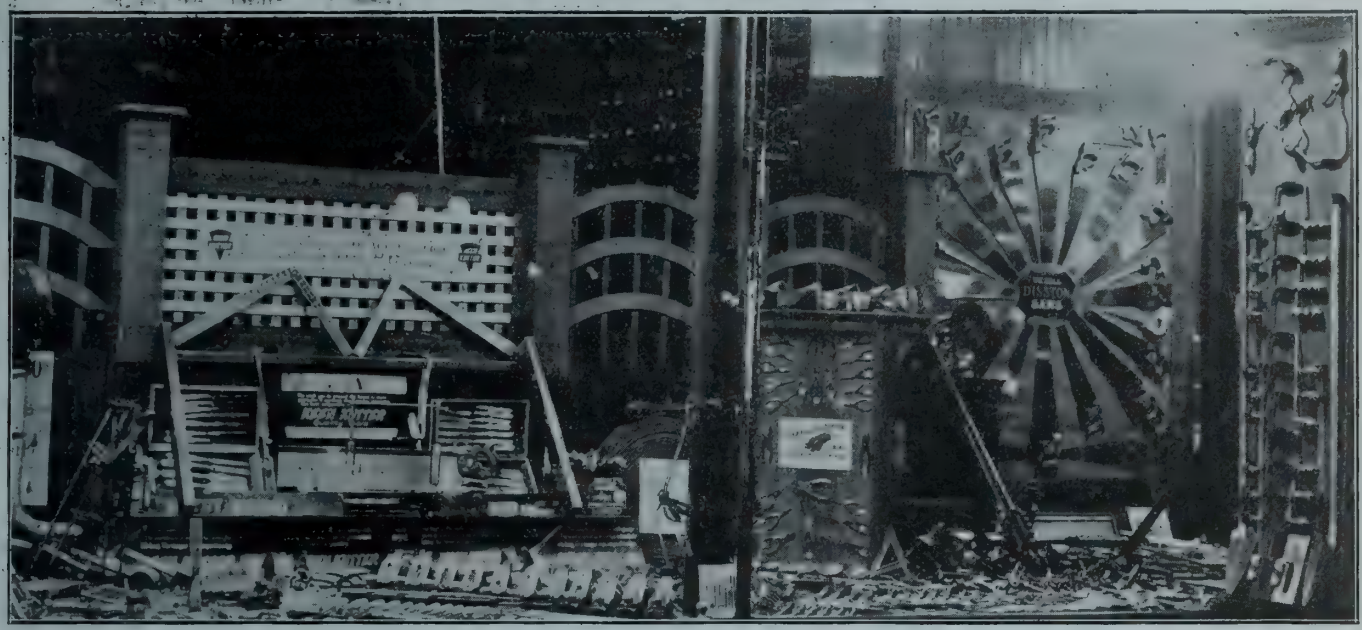
# Preparing For Active Tool Selling

Prospects for Resumption of Building Activity Show Advisability of Bringing Tool Stock up to Date and—Hardware Merchant Can Help Other Interests to Arouse Industry From Its Inertia—Importance of a Good Tool Chest Can be Emphasized to Tool Buyers.



*The carpenter, plasterer, machinist or other workman will be interested in this attractive arrangement of a wide stock of tools. In view of the possible early resumption of building activity those merchants who have given little prominence to tool and builders' hardware recently might well look over their stock and see if they have kept pace with the developments which have taken in the way of new labor-saving tools introduced. It is likely that many workmen in the building trades who have turned their hands to other lines during the lull in this industry, will be needing some new tools before resuming work in their own trade. It is not hard to convince these workmen that a good tool chest is worth while to protect their valuable instruments of labor.*

WITH a possible stimulation of the building industry in view as result of efforts being made by those interested in this industry in various parts of Canada, the hardware merchant may find that he can advantageously lend his support to such efforts in his local community, and cash in on any renewal of building activity by urging the purchase of tools, and builders' hardware. It is a fact that the advocation of building and necessary repair work by hardware merchants throughout the country will help the other interests which are seeking to revive this industry from its inertia of the past five years.

Numerous cases have come to the attention of Hardware and Metal where hardware merchants have substituted other lines for builders' hardware in the prominent locations of the store, due to the lack of trade in the latter line. While this was perhaps a good move at the time, it is the feeling that the building industry will improve, at least gradually and probably rapidly, in the near future and the merchant who prepares for this rejuvenation will probably benefit the most.

### Many New Tools Needed.

Herewith is a neat suggestion for a tool display which will appeal to the eye of workmen of many trades. With the revival of this industry it is probable that many workmen will be needing a new set of tools and an occasional display such as this might just be the thing to bring much of such business to your store. Plasters, carpenters, and machinists' outfits are shown in attractive arrangement indicating a complete stock with a wide selection.

The outfit of tools used by the average mechanic and workmen has grown in dimensions in recent years. New tools are constantly being perfected in order to facilitate the labor and save the workman's time. A hammer and a cold chisel will turn a nut—but a good wrench turns it in fiftieth fraction of the time and with a fiftieth of the effort. This is the basis on which all new tools are brought forward.

### Selling a Tool Chest.

The care of the tools has also become a more important factor in recent years as finer types have been prepared for the workman's use. No longer is it the practice to throw the tools around in a soap box, the time has come when a good tool chest is as much part of the machinist's outfit as his wrench, hammer or pliers.

This is a strong talking point for the merchant in selling tools. The mechanic can be taught that it pays to keep his tools well housed, safe from injury, easy of access and protected from borrowers or thieves. A good tool chest is as necessary to the mechanic as are shelves and bins to the hardware merchants. The merchant is therefore provided with some strong arguments for the purchase of tools and a new channel of trade is opened up. In years to come the mechanic will thank the merchant for having urged him to buy a good chest for the protection of his tools.

### Price Declines on Steel Products

Continued from Page 37

scrap, coal and miscellaneous supplies utilized in the production of structural shapes is $7.85 per ton. These increased transportation charges are claimed by the railroads to go almost entirely into higher wage schedules paid directly or indirectly to railway workers.

The higher market cost over pre-war levels of the various raw materials is placed at $7.10 per ton. Here again, it is claimed that such an increase is chiefly composed of the inflated labor cost in securing them. Likewise the increased labor cost of making one ton of structural shapes at the steel mills out of the five tons of raw materials is higher by $5.64 than the previous average. This latter figure is computed at the recent wage reductions.

Thus the total increased manufacturing costs on the finished product is compiled at $20.50 per ton. As a comparison, it is shown that in December, 1914, the selling price of structural material touched $24.21 a ton, the lowest in the last twenty years' records. In other words, the added manufacturing costs at the present time—accounted for chiefly by increased labor costs—amount to almost as much as the actual selling price was some six and a half years ago.

# Convention of Quebec Board R.M.A.

Encouraging Representation at Fourteenth Annual Convention—Good Progress Reported for the Year—Much Good Expected From "First Real Convention"—The Annual Banquet.

MONTREAL:—The 14th Annual Convention of the Quebec Provincial Board of the Retail Merchants' Association of Canada was opened in The Place Viger Hotel on Tuesday morning, June 12th, at 10 o'clock. Delegates were present from the outside centers in encouraging numbers for the present holiday season, and also when the recent torrid weather is considered. .Officers of the Federal Branch also present were: J. G. Watson, 1st. Vice-pres.; E. M. Trowern, Dominion Secretary and G. W. Waters, Ottawa, Dominion Treasurer.

The chair was occupied by G. J. A. Filion, president of the Provincial Board.

The Convention was opened by Ald. J. E. Sansregret, President of the Montreal Branch, who in the absence of Mayor Martin who sent his regrets at being unable to attend, delivered the address of welcome. Ald. Sansregret welcomed the delegates in the name of the Mayor, and thanked those who had come from a distance. He prophesied numberless benefits to commerce in general from this meeting in Montreal, "Canada's centre of all commerce."

The roll of officers of the Provincial Branch was then called and answered as follows: Pres. G. J. A. Filion; 1st. Vice-Pres. Ald. J. E. Sanrsegret; 2nd. Vice-Pres. Ald. Jos. Elie; Treas. E. Sauve, Secy. M. Lapointe. To the roll of officers for the Montreal Branch the following officers answered: Pres. Ald. J. E. Sansregret; 1st. Vice-Pres. Ald. Jos. Elie; 2nd. Vice-Pres. E. Sauve; Secy. J. W. Moreau; and Treas. M. P. Painchaud. Officers from other branches of the Province who were present included, C. O. St. Jean, 2nd. Vice-Pres. of the Sherbrooke Branch; J. R. Leofond, Pres. of the Hull Branch; and J. U. Gosselin, Sec. of the Hull Branch.

The report of the Secretary, M. Lapointe, dealt with the efforts of the Association in the past year and showed that fruitful efforts were made by the Executive for the benefit of trade and commerce and the abolition of financial and restrictive measures.

### Activity Reported.

Progress in all the branches of the Province was reported and the membership list of 1,407 members was vouched for, 1,197 of which were fully paid up. Members were urged to recruit new members and were assured of the unstinted efforts of the Executive. New Branches have been formed only recently in the Province, the last of which was the Hull Branch, and the Executive felt that with increased efforts further branches would be established within the next twelve months.

The Treasurer's report was presented by E. Sauve and showed assets of $2,501, Liabilities of $137., and a balance of $863 in the bank for the period from November 1st last year to July 1st. this year. This was declared correct by the Auditors' Report read by the Secretary.

G. J. A. Filion, Provincial President, then addressed the Convention of the past year's work, and congratulated C. O. St. Jean, of Sherbrooke and J. R. Lafond of Hull on their election to Presidency of their respective branches. He referred to the excellent work of the executive who wiped out an adverse balance and showed a surplus this year. He asked the members to continue in their support of the executive, and to strengthen the membership, this promising even better results in the future. "Too many merchants are willing to enjoy the benefits which the Association brings them without the expenditure of their money, time and efforts," the speaker said, "and all should try to show them the advantages of joining up."

### NEW OFFICERS OF QUEBEC R.M.A.

The officers of the Provincial Board for the coming year were elected as follows:—

Pres. J. E. Sansregret;
1st Vice-Pres. Jos. Elie;
2nd Vice-Pres. E. Sauve;
Treas. Jos. Filiatrault;
Secy. N. Lapointe.

### FIRST REAL CONVENTION

E. M. Trowern, Secretary of the Dominion Branch, said there were great possibilities in the Province of Quebec for increased membership. "It is possible in this Province to get 20,000 members, and there is no reason why every merchant should not be under the banner of this Association. This is the first real Convention held in your Province, and my advice to you all is, that each member go out from here and get at least one new member for your Association. Explain to them that our organization is not only a glad hand organization, but it is absolutely necessary in their business, more so to-day than ever before." M. Trowern then said that owing to his inability to speak French and from looking at the very interesting and instructive program they had ahead of them for two days he would be very brief, but, on closing made another urgent appeal for every member to devote as much time and energy to the Association and bring the Quebec Provincial Board well to the front in the Dominion Organization.

C. O. St. Jean of Sherbrooke, J. R. Lafond of Hull, G. W. Waters, Dominion Treasurer and President of the Ottawa Branch, also made short addresses.

### Social Activities Provided.

The afternoon of the first day was taken up by a drive around the city, visiting the Frontenac Brewery and the Montreal Harbour in particular. The fine plant of the former was opened to the delegates and proved very interesting to them. From 4 until 6 p.m. all members embarked aboard the Harbour Commissioners' yacht, The Sir Hugh Allen. Each point of interest was explained by the Secretary of the Harbour Commission and members from the Local Board. were very much interested in the improvements made along their water front stating that points of interest were raised by the secretary of the Convention that were purely new to them.

### The Banquet

In the evening the members paid fealty to their organization when they gathered at their banquet table, and here again the torrid weather did not succeed in restraining the enthusiasm of the members. Ald. Jos. Elie in proposing the health of the Province, said this presented no great difficulty, since the health of the Province was splendid and other provinces were jealous. The jealousy extended even to the United States he said, so much so that visitors from that country were coming into Que-

## Do You Want a Real Selling Idea?

Of course you do. Every progressive hardware merchant wants all the good ideas he can get to increase his turnover under present conditions.

To this end a special article will appear in the August 20 issue of Hardware and Metal (the Annual Fall Number).

For this we must have at least one good idea from YOU. This is a co-operative plan. You give an idea and you get a number of them in return. Isn't that fair?

All right. Then you do your part now by sending in to The Editor, Hardware and Metal, 143 University Ave., Toronto, details of some novel idea you have worked out recently which has helped to increase business or to facilitate trade in any manner.

The Editor hopes to receive a letter from YOU within the next week setting forth your suggestions. Help yourself by helping the hardware trade as a whole.

# Pay Retail Salesmen on Ability

Resolution Protesting Against Establishment of Flat Rate of Wage For All Retail Salesmen, Passed at Quebec R.M.A. Convention—Ask Extension of Date for Taxing Foreign Made Goods—Want Change in Convention Dates of Dominion and Provincial Boards.

A NUMBER of interesting resolutions were passed after some consideration at the annual convention of the Quebec Board, Retail Merchants Ass'n., held in Montreal. The more important of these resolutions are outlined as follows:—

**WAGES OF RETAIL SALESMEN**

That it is the opinion of this meeting that the present system which is universally adopted by Retail Merchants in all lines of Retail trade whenever they pay their employees according to their ability to earn is the correct principle and that any departure from it which may be adopted by any of the Retail Section so as to give a flat rate of wages to all alike, irrespective of their experience and ability to earn, is wrong in principle and contrary to all sound commercial practices, and we also believe that it is not in the best interests of the higher growth and development of our Canadian National life and we request that this resolution be referred to the Dominion Board for their consideration.

**Extend Date For Taxing Imports**

That it is the opinion of this Convention that the date for the taxing of foreign made goods as to the Country of origin when they enter Canada should be extended to January 30th, instead of October 1st, and that this resolution be referred to the Dominion Board of our Association with the request that it be fully considered at the next annual Convention.

**Change Fiscal Year.**

That in Convention assembled we recommend to the Dominion Board that Section **12 Article** on page 73 of the Constitution be amended so that the fiscal year shall end on March 31st, instead of February 28th as at present.

**Change in Officers.**

That in Convention assembled we recommend to the Dominion Board that Section **4 of Article 6 on Page 27 of the Constitution** be amended so that the Executive officers of Provincial Boards shall be President, 1st Vice President, 2nd Vice President, 3rd Vice President and Treasurer, who shall elect a Secretary not necessarily a member of the Association, but who shall not vote, together with one representative who is elected from any district within the Province.

**Dates of Convention.**

That in Convention assembled we recommend to the Dominion Board that Section 1, Article 4 on Page 15 of the Constitution be amended so that the Annual meeting of the Dominion Board shall be held not later than October 15th in each year, and that the Annual meetings of the Provincial Boards be held not later than September 15th in each year.

That it is the opinion of this convention that the civil law should be amended in order to change the registry of business houses.

**Protecting Shareholders**

That it is the opinion of this convention that a law be passed compelling companies making application for incorporation to deposit a certain guarantee that the shareholders could receive when the said companies are not what they are represented to be.

That it is the opinion of this convention that the ASSOCIATION should hold a canpaign in each of the various centres, in order to prove to the public that the sole manner of assisting the prosperity of their towns and their merchants is to purchase their stock locally.

That it is the opinion of the members that a little bulletin of a page or two should be sent from time to time by the Dominion office, to show what work is accomplished by the Association.

**Re Untruthful Advertising.**

That it is the opinion of this convention that vigorous action be taken against those who violate the act regarding untruthful advertising, also that proceedings should be instituted by the direction of the Federal office. We ask the Federal office to in turn ask the Dominion government to appoint an officer whose duty it would be to enforce this law.

That it is the opinion of this assembly that it is not a fair practice for manufacturers or wholesale merchants to sell to retailers and at the same time to solicit purchases from those who should buy from the retailer and who have no place of business. (This resolution to be sent to the Dominion office in order that action shall be undertaken all over Canada against similar abuses.

**Enquiry re Parcel Postage.**

That this assembly is unanimous in supporting the work of the Federal office in asking the Government to hold an enquiry on the cost of parcel postage, etc.

That this association observes with regret the growing tendency of the public to enter into contests in order to gain prizes. This plan has the effect of demoralizing business and increasing the idea of gambling among people. (The new officers should take certain measures to put an end to this state of affairs.)

That it is the opinion of this assembly that we should point out our objective to the public—all the achievements accomplished by our association to assist its members, and in this way we believe that the merchants who belong to the association will derive benefit, while those who are not members yet who profit from all the advantages without spending any of their money in the good work, may perceive that it would be to their interest to join.

**Restrict Advertising Cheap Prizes**

That this assembly deplores the usage made by certain persons of the press and the mails to advertise to attract children, and by offering them certain prizes which it has been proved are worthless and cheap, induce them to sell certain articles from door to door. We recommend that the new officers endeavour to have passed certain rulings restricting this abuse.

That the Provincial office approves of the idea of asking the Quebec Government that a portion or all of the automobile licenses, especially of trucks be handed over to the different towns or municipalities in order to assist them to recoup themselves for the upkeep of the roads which the province opens up, providing easier means of communication to merchants all over the province between each town or municipality.

That the Provincial branch in its endeavour to secure as much benefit to its members, declares itself in favour of easier communications between the two sides of the river, and approves in consequence, the construction of a new bridge between Montreal and Longueil, and further that it be erected as soon as possible.

**PUBLISHING UNDER STRIKE CONDITIONS**

**Since the issue of June 4, Hardware and Metal has been published under strike conditions, the printers and allied trades having made demands for less hours and an increase in wages which this and other publishing firms considered impossible and entirely foreign to the present tendency toward lower prices and decreased costs. We would therefore ask the temporary indulgence of our readers, if this issue is a little late. Complete service on news, trade features, market reports etc., is being continued as usual and plans are being perfected whereby regular date of publication is expected to be resumed very shortly, irrespective of those on strike.**

Continued from Page 38

bec to study Quebec laws, "especially the liquor question." Ald. Elie said that the Provincial Government as a whole and the Provincial Ministers, individually deserved credit for the attention they gave to the demands of the retail men, and commerce generally.

In answering the toasts, Ald. J. H. Bedard, M.L.A., attributed the prosperity of the Province to the willingness on the part of the Legislature to do its utmost to encourage commerce and help trade in every way, particularly the retail merchants.

On Wednesday, the closing day, much of the time was taken up by the election of and the resolutions formed and passed. After duly discussing many important questions directly affecting the retail merchant to-day, various resolutions as outlined elsewhere were passed.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal Vancouver Toronto Woodstock Winnipeg

## Briefs

WHILE recent general reductions in U. S. steel prices have brought out only a limited amount of new tonnage, they are serving their part in clearing the air. The feeling is growing that under present cost conditions the point of ultimate decline and consequent stabilization cannot be far distant. A more expectant tone accordingly characterizes that market on both buying and selling sides.

## Boy Burglars

UNITED STATES contemporary directs special attention to the increasing number of burglaries committed by small boys. Reference is made to one store that has been burglarized three times. The boy burglars who were arrested range in age from 6 to 11 years. Burglaries by small boys in Canadian stores have also been frequent during the past year. Entry has been gained in most cases through poorly fastened rear doors, unguarded windows, etc. Any merchant who leaves his rear windows, doors, etc. so loosely fastened that entrance can be gained by boys from 6 to 11 years of age deserves to be censured equally as much as the boys. He is inviting crime.

## Labor offers more Production

A significant report from the Old Country, is to the effect that a recent meeting of employers and employees broke up with cheers for the employers, who put forward the suggestion that the hours of labor be increased from forty-four to fifty a week at the existing wages per hour and that the workmen should endeavor to give an increased output. The reply of the workers was that all questions of wages must be put to their unions but they agreed off-hand to a ten per cent. larger output. No matter how it is accomplished, there must be less cost per unit in construction and production, and it is an encouraging sign that workmen in at least one part of the globe have realized that more production is needed.

The master plumbers' associations in some parts of Canada have adopted production schedules which map out what is a day's work for the plumbing and heating journeyman. It is reported that this and other methods have been the means of increasing production nearly 25 per cent. on the basis of existing rates of wages. If this plan were carried out generally throughout all the trades unions it would no doubt help a great deal to readjust prices to levels at which business could be resumed on an active scale, providing efficiency could be maintained.

## Hedging Holds up Readjustment

WHEN business men have attempted to unravel the intricate problems facing practically all branches of trade, their efforts, under present conditions, have seemed to only result in further chaos due to the difficulties of bringing all parties concerned to a common basis of negotiation. It is therefore, interesting to note the movement which has been initiated by those interested in the various branches of the building industry to arouse it from its inertia of the past five years.

To this end a conference representing contractors, architects, financial houses, building supply firms, manufacturers and representatives of the trades unions was recently assembled at the Toronto offices of the Candian Manufacturers' Association. The deliberations of this body indicated that despite the dire necessity for quick action to relieve present and prospective suffering on the part of workmen needing employment and citizens needing accommodation, the old spirit of suspicion and desire to let the other fellow take the first step, still prevails.

No doubt a certain amount of headway was made by the gathering, and subsequent negotiation may lead to big results, but the case is significant in that even after the preliminary difficulties are overcome and labor is enjoined to sit down to a free and open discussion of the problem with the contractors and supply men, there is still an evident tendency to "hedge." Unless there is a totally different spirit comes over such negotiations throughout the world of business it is quite evident that the hardships of the readjustment period will be extended where they could otherwise be curtailed.

## Gasoline Shipments Coming From Roumania

IN confirmation of the report appearing in July 9 issue of Hardware and Metal to the effect that gasoline shipments from Europe had been landed at a Canadian port for sale in Canada, and that arrangements were likely to be made for continuous supply from this source, the representative of a U. S. oil firm who was a visitor in Toronto stated to Hardware and Metal that in connection with his investigations of oil possibilities in Canada he had become aware of the fact that two tank ships of gasoline have arrived at the port of Montreal bearing shipments from Roumania. This gasoline is being sold in service stations in that city at a price one cent per gallon less than the prevailing retail price according to the informant and arrangements are said to be under way for a continuous supply by tank ship from the same source.

Roumania has rich deposits of oil but it was feared that the depredations of the German invading army during the war had so destroyed these deposits that it would be many years before they would again be producing. This information is therefore of interest, and the establishment of such trade with Roumania may help in some measure to offset that country's indebtedness to Canada as result of war loans.

Since the original report appeared concerning this matter many refutations have been forthcoming from certain oil company officials and the statement has been made frequently that these tank ships from Europe were really from Mexico. The latter would of course be no new development. It will be somewhat unique for Canada to secure supplies of gasoline from Europe and many interesting points are involved, such for example, as the quality of the product in view of the existing Canadian tariff which seeks to bar out high grade gasoline as a protective measure and also as to the effect on prices in Canada of such importations.

# Events in the Trade

### FIRE LOSS

Iberville, One:—The plant of the Rapid Tool Co., suffered recent loss by fire.

Monkton, Ont.—George Manton hardware has been destroyed by fire.

Weston, Ont.—About $300 damage was done to the Moffat Stove Company, and $500 to contents from fire.

### OBITUARY

Hamilton, Ont.—Kenneth Bethune, manager American Can Co. is dead.

London, Ont.—John Purdom, president of the Purdom Hardware Company, is dead. He had been in ill-health for some time, but retired from active business only recently.

Hamilton, Ont.—Gavin R. Stewart, 87 years of age, brother of the late Charles Stewart, of Burrow, Stewart and Milne, passed away at the family residence. He was connected for many years with the firm of James Stewart and Company, which he represented in Woodstock for 15 years.

### WESTERN ONTARIO NOTES

J. C. Wanless & Sons of Chatham Ont. have been awarded the sheet metal contract in connection with the $65,000 addition being built to the Chatham General Hospital.

* * * *

Arrangements are well under way for the annual picnic of the London Retail Hardware Dealer's Association to be held at Port Stanley on August 7 and the program it is stated will be filled with new and attractive features and many surprises.

### GUELPH HARDWARE STORE IS REMODELLED

Since taking over the hardware business of Cronk & Buchanan, at Guelph, Ont., a business better known locally as the Geo. Richardson hardware, J. P. Hammill has greatly remodelled the shelving and other fixtures. The shelving has been widened and extended to within thirty inches of the ceiling. A wall case ten feet long has been put in. The green felt background of the wall cases with the nickel show case fixtures and glass shelves, gives a very up-to-date appearance. Tool samples are arranged on the green background and boxes are being installed for shelf hardware. Mr. Hammill was formerly connected with Lewis Bros. Montreal.

### MOVES MONTREAL OFFICES

MONTREAL—Offices of the advertising department of Canadian Explosive Limited have been moved to the plant of The Arlington Company of Canada, Ltd., a subsidiary, 103 Lannes St., formerly being located in the transportation building on St. James St. Other offices of the company at the latter address are also being vacated.

### WESTERN NOTES

WINNIPEG—Prairie City Oil Co., Ltd., has opened two service stations, one in the North end, the other in the south. The north end one is located at the corner of Stella & Main St., and the other at the corner of Osborne & Stradbrook Street. This firm have also opened up a new service station at Moose Jaw, Sask, at the corner of Oxford and Main St.

### WESTERN FIRM CHANGES NAME

Winnipeg,—J. R. Hay & Co., 54 Sherbrooke St. have become incorporated under the name Maybuilt Radiators Ltd., manufacturing radiators for automobiles, trucks and tractors. The firm has been located in Winnipeg for twenty years. Just recently special equipment has been installed which makes it possible to increase the output of radiators.

### CHANGE IN B.C. SHIP CHANDLERY FIRM

Vancouver, B.C.—C. G. Hemeon and George E. Chaffee having formed a partnership early in June, have purchased the interests of the firm of Hemeon & Pickard, Ship Chandlery, 311 Cordova St West. George E. Chaffee has been for years connected with the wholesale hardware business, for 7 years was City Traveller for McLennan & McFeely Ltd.. of this City, and previous to coming to Vancouver was connected with Lewis Bros. Ltd. of Montreal for 6 years and previous to that spent about 10 years with P. & F. Corbin and the Stanley Rule & Level Co. at New Britain, Conn.

### HORTON STEEL WORKS, LIMITED IS NEW NAME OF FIRM

Bridgeburg, Ont.—The Canadian Chicago Bridge and Iron Company, Limited, of Bridgeburg, Ontario, and Montreal, Quebec, has changed its corporate name to Horton Steel Works, Limited, according to an announcement made by C. H. Scheman, general manager of the company.

The new name has been selected in honor of the late Horace E. Horton, who founded the organization in the United States in 1865. The Canadian organization was first incorporated in 1913 and the plant at Bridgeburg, Ontario, was constructed in that year.

### CHINESE MARKET FOR HARDWARE AND METALS

Considerable space is used in the July 18 issue of the Weekly Bulletin of the Trade and Commerce Department, Ottawa, Ont. to details concerning possibilities for trade in heavy hardware and metals in China. This bulletin is available to any Canadian manufacturers or exporters interested.

*The many friends of A. A. Bittues of the Gillette Safety Razor Company, familiarly known as "Bitt" who has been travelling abroad, will be glad to note that he is making favorable progress after his recent severe illness. This is the latest pciture of Mr. Bittues with his wife and shows them in a rickshaw at Durban, South Africa.*

### WESTERN BUSINESS PICKING UP.

Mooes Jaw, Sask.—Business is brightening up well in the hardware trade, according to Geo. Morrison, of Morrison and Blackwood, wholesale hardware dealers, "Ever since the last rains there has been a most noticeable brightening up of trade. They seemed to have given much encouragement to buyers who are purchasing much more freely, and all seem to have been imbued with new hopes.

"There are no particular lines in which this is to be seen, but trade generally is certainly on the improvement. There has been a general reduction in prices since July 1, and these have been put into effect at once, and this, no doubt, has much to do with the increased volume of trade being done," said Mr. Morrison.

# *Weekly Hardware Market Reports*

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE.

IMPORTANT as have been the price changes recorded during recent weeks, the current revisions on the hardware markets constitute a marked development in this startling era of price alterations. Further recessions are noted this week in the cost of numerous wire products which registered declines a few weeks ago. Included among these current changes are bright and annealed wire, bale tires, wire nails, fence staples, galvanized fence hooks, cut hay wire, and stove pipe wire. A lengthy list of other hardware commodities now shown at lower quotations covers such products as seamless boiler tubes, corrugated sheets, Canada plates, wrought nipples and couplings, soil pipe and fittings, terne and coke, tin plates, iron horse shoes, solid sash weights, sprayers, copper bull rings and one line of leather washers, while this noticeable table of outstanding price recessions is concluded with a reduction in quotations on sweat pads.

Little business is now evident in range boilers, and with the lower list of prices still holding, the claim is made by manufacturers and distributors that there is little profit in present quotations. Low levels have been reached in ingot metal prices, and conditions in these markets remain extremely quiet. The dull period continues in waste materials. Canadian steel production is now at a minimum of capacity, which condition corresponds to southern production centres. An easier tone is now generally prevalent on bar iron and steel, but prices are holding at the recent reductions, although many finished steel products are now reflecting considerably easier quotations.

## *Montreal Markets*

MONTREAL, July 20.—Many important lines are quoted at reduced figures in the hardware markets this week. Iron and steel products generally have been reported with an easier tendency in recent weeks, and different commodities have now responded. The feature change is the new list on wrought iron and steel pipe. List No. 52 is now issued with lower prices on all sizes black and galvanized, in both wrought iron and steel. Accompanying this is the announcement of lower prices on wrought nipples and couplings, discounts in both cases being changed.

Wire nails and fence staples, both bright and galvanized, show a decline of 15 cents per keg, wire nails being now quoted at $4.40 base, f.o.b. Montreal. The base price on bright and annealed wire has also been lowered to $4.30 and bale tires and cut hay wire have new lower prices. Horse shoes are down 50 cents per keg on all sizes. Most lines of iron and steel will now cost less, the base price now lowered to $3.55. This follows the announcement of a reduction at the mills, and while sheets are unchanged at present, another decline may be expected. Solders are reduced 1½ cents in all grades of bars and wire solder is now one cent cheaper.

### Nipples and Couplings are Now Lower.

**Montreal.**

Through a change in discount, wrought nipples, both black and galvanized in all sizes, and couplings have been reduced. In the case of wrought nipples the discounts have been increased in each case 5 points, varying the amount of reductions from 7 to 10 per cent. Couplings, 4 inch and under, are now quoted less 25 per cent.; 4½ inch and larger, 5 per cent.

Other sizes remain at previous prices, with sales reported small and of a [illegible]rting character. Present discounts are the following:

**PIPE FITTINGS**

| | |
|---|---|
| Cast iron fittings | 20% |
| Bushings, cast | 30% |
| do., malleable | 30% |
| Flanges | 27% |
| Plugs | 22½% |
| Flange Unions | 20% |
| Malleable Unions | 40% |
| Dart Unions, black | 29% |
| do., galv. | 8% |
| Nipples, ⅛ to 4 in. close and short | 45% |
| do., long | 55% |
| do., 4½ to 8 in. close and short | 35% |
| do., long | 45% |
| Couplings, 4 in. and under | 25% |
| do., 4½ in. and larger | 5% |

| Pound goods— | Black | Galv. |
|---|---|---|
| Class B | 0 20 | 0 28 |
| Class C | 0 13 | 0 20 |

Add 10%

### Horshoes Down 50 Cents

**Montreal**

A reduction of 50 cents per keg has been made in the price of horse shoes, all sizes, and following are the new quotations:

| | Sizes Made. | Price per keg. No. 2 and Larger | No. 1 and Smaller |
|---|---|---|---|
| Light Iron | 0 to 7 | 7.75 | 8.00 |
| Patterns. | | | |
| Medium iron | 1 to 8 | 7.75 | 8.00 |
| Heavy iron | 6 to 8 | 7.75 | .... |
| Snow | 1 to 6 | 8.00 | 8.25 |
| New light "XL" Steel | 1 to 6 | 8.20 | 8.45 |
| Featherweight "XL" Steel | 0 to 4 | 9.60 (all sizes) | |
| Special Countersunk | 1 to 4 | 10.10 (all sizes) | |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.O.B. Montreal.

### Wire Nails $4.40 Base.

**Montreal**

Wire nails, with many other lines of iron and steel products, have been reduced in price this week. The decrease, however, is not as large as was made on other occasions since the first of the year, costing now 15 cents per keg less. The new base is $4.40 f.ob. Montreal. Cut nails remain unchanged at $5.10 base.

**Montreal** **Iron and Steel**

The easier tone prevailing on iron and steel in the past few weeks has resulted in a decline in prices, in most lines. At the close of last week the announcement of a general reduction in plates, structural shapes and bars was made at the Pittsburg mills, bringing the base price now down to $1.90. The amount of the decline was, as expected, $2.00 per ton. Conditions at the mills have been rather unsettled of late, the smaller independents introducing lower prices which are now followed by the larger interests. Business locally remains unchanged, orders being very small and the market generally quiet. Following are the present quotations:

**IRON AND STEEL BARS**

| | |
|---|---|
| Common bar iron, 100 lbs. | 3 55 |
| Refined iron | 5 20 |
| Iron finished machinery steel | 3 60 |
| Mild steel | 3 55 |
| Band steel | 4 55 |
| Single reeled machinery steel | 5 75 |
| Spring steel | 5 00 |
| Sleighshoe steel | 3 55 |
| Tire steel | 3 75 |
| Toe calk steel | 4.45 |
| Harrow tooth steel | 3 70 |
| Mining tool steel, per lb. | 0 23 |
| Black Diamond tool and cast steel | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

## Fence Staples Down 15c Keg.

**Montreal.**

A reduction of 15 cents per 100 pounds has been made in local quotations on wire fence staples, both bright and galvanized. Following are the new prices:

**FENCE STAPLES**

| | |
|---|---|
| Bright in kegs | 4 85 |
| Bright in boxes | 5 85 |
| Galvanized in kegs | 5 85 |
| Galvanized in boxes | 6 85 |

## Bale Ties are Lower.

**Montreal.**

Following in line with other wires and wire nails, bale ties are lowered in price this week. This is the second reduction on these in recent weeks. Revised quotations follow:

**BALE TIES—**

**Single Loop**

| No. 12 | 13 | 13½ | 14 | 15 | 16 |
|---|---|---|---|---|---|
| 5 40 | 5 55 | 5 65 | 5 80 | 6 05 | 6 40 |

## Cut Hay Wire Prices Lower.

**Montreal.**

With other wires, cut hay wire has been reduced in price and following are the revised prices:

**CUT HAY WIRE—**

| No. 9 | 10 | 11 | 12 | 13 | 13½ | 14 | 15 | 16 |
|---|---|---|---|---|---|---|---|---|
| 5 10 | 5 20 | 5 30 | 5 40 | 5 55 | 5 65 | 5 80 | 6 05 | 6 40 |

## Bright Wire Base Down.

**Montreal.**

The base price on bright and annealed wire has been lowered to $4.30 this week.

## Eavetrough Still Sells Well.

**Montreal.**

A good demand continues for conductor pipe, eavetrough and conductor elbows. The open weather, although very warm, offers a good opportunity to the outside dealers to lay the requirements for their customers. Restricted sales in the earlier months is also accountable for the active movement at present. Price quotations remains at the discount level announced in former issues as follows:

**EAVETROUGH—**

**O. G. Square Bead—**

| | |
|---|---|
| 8 in. | 15.90 |
| | Per 100 ft. |
| 10 in. | 17.70 |
| 12 in. | 21.20 |
| 15 in. | 28.80 |
| 18 in. | 36.80 |

**O. G. Round and Half Round—**

| | |
|---|---|
| 8 in. | 16.90 |
| 10 in. | 18.70 |
| 12 in. | 22.20 |
| 15 in. | 29.80 |
| 18 in. | 37.80 |

Discount 50 per cent off list.

**Conductor Pipe—**

| | |
|---|---|
| | Per 100 ft. |
| 2 in. | 18.40 |
| 3 in. | 22.30 |
| 4 in. | 29.60 |
| 5 in. | 40.00 |
| 6 in. | 49.00 |

Discount 60 per cent off list.

**Conductor Elbows—**

| | |
|---|---|
| 2 in. list | 5.25 |
| 3 in. list | 6.00 |
| 4 in. list | 10.50 |
| 5 in. list | 24.00 |
| 6 in. list | 29.00 |

Less 55 per cent.

## New Lower Pipe List.

**Montreal.**

A new list, number 52, has been issued on wrought iron and steel pipe, this making the fifth change in quotations on piping since the beginning of the year. Each new set of prices has shown a lowering, the tendency of which is not altered at present. Iron and steel products generally have been recorded with an easier tendency in the past few weeks, but there seems to be an uncertainty as to whether piping would be included in the lower level that would be quoted. However, locally this commodity has responded sooner than the other lines.

## No Change in Sheet Prices.

**Montreal.**

Quotations on all kinds of sheets remain unchanged with about the same business offering. With the announcement of lower plate prices at the mills, sheets now take on an easier tone. However, with conditions as they are locally, prices varying among the different warehouses and the unsettled mark prevailing generally, the anticipated change to lower prices is thought will have little effect on quotations. In other words, jobbers are now offering sheets at reduced figures to obtain orders. Stocks are reasonably low buyers being little disposed to purchase in quantity for some time past. Following are the prevailing prices:

**BLACK SHEETS**

| | | | |
|---|---|---|---|
| 10 gauge | 5 00 | to | 6 00 |
| 12 gauge | 5 05 | to | 6 05 |
| 14 gauge | 5 35 | to | 6 35 |
| 16 gauge | 5 45 | to | 6 45 |
| 18-20 gauge | 5 80 | to | 6 80 |
| 22-24 gauge | 5 85 | to | 6 85 |
| 26 gauge | 6 00 | to | 7 00 |
| 28 gauge | 6 10 | to | 7 10 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

**GALVANIZED SHEETS**

**U.S. Standard**

| | | | |
|---|---|---|---|
| 10¾ oz. | 8 00 | to | 9 00 |
| 28 gauge | 7 50 | to | 8 50 |
| 26 gauge | 7 25 | to | 8 25 |
| 22-24 gauge | 7 00 | to | 8 00 |
| 20 gauge | 6 75 | to | 7 75 |
| 18 gauge | 6 75 | to | 7 75 |
| 16 gauge | 6 75 | to | 7 75 |
| 14 gauge | 6 75 | to | 7 75 |
| 12 gauge | 6 75 | to | 7 75 |
| 10 gauge | 6 75 | to | 7 75 |

| | Queen's Head | | Fleur-de-lis |
|---|---|---|---|
| **English Standard** | | | |
| 28 gauge | 10 00 | to | 9 25 |
| 26 gauge | 9 75 | to | 9 00 |
| 24 gauge | 9 15 | to | 8 60 |
| 22 gauge | 8 80 | to | 8 15 |
| 18-20 gauge | 8 10 | to | 8 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

**BRIGHT TIN PLATES**

| | Box |
|---|---|
| 20 x 28 x 100 lb. basis | $18 00 |
| 20 x 28 IC, 112s | 18 50 |
| 20 x 28 IX, 112s | 20 50 |
| 20 x 28 IXX, 56s | 11 75 |
| 20 x 28 IXXX, 56s | 12 50 |
| **TERNE PLATES** | |
| 20 x 28 IC, 112s | 17 50 |
| **CANADA PLATES** | |
| **Dull** | |
| 18 x 24 x 52s | 7 25 |
| 18 x 24 x 60s | 7 35 |
| 18 x 24 x 75s | 7 45 |

## Little Change in Waste Materials

**Montreal.**

Little change can be reported in the market for waste materials. Prices on all lines are nominally unchanged, and the market remains exceptionally dull. The marked reductions made in many of the metals recently has failed to bring buyers on the market, and local dealers now state that little improvement will likely be shown until the fall months at least. Following are the unchanged nominal quotations:

**WASTE MATERIALS—**

| | |
|---|---|
| Automobile Tires | 0 75 |
| Yellow Brass | 0 05 |
| Red Brass | 0 08½ |
| Light Brass | 0 04 |
| Scrap Zinc | 0 03½ |
| Lead, heavy | 0 04 |
| Lead, tea | 0 02 |
| Light Copper | 0 07¾ |
| Heavy Copper | 0 10½ |
| Wrought Iron, R. Rd. No. 1 per gr. ton | 10.50 |
| Malleable Scrap (ton) | 10.50 |
| Pipe Scrap (ton) | 7 00 |
| Heavy Melting Steel | 6 50 |
| No. 2 Busheling | 4 00 |
| Boiler Plate | 0 08 |
| Boiler Plate | 0 10 |
| No. 1 Machinery Cast | 22.50 |

## A Dull Market for Boiler Tubes.

**Montreal.**

Little improvement has been shown in the demand for boiler tubes in the past week, sales continuing small and of a strong character. Neither have any price changes been recorded on the local market, although lower prices might be expected, considering the recent announcement of a lowering at the Pittsburg mills. Following are unchanged quotations:

**BOILER TUBES—**

| | Seamless. | Lapweld. |
|---|---|---|
| 1 inch | 26.00 | 25.00 |
| 1¼ inch | 27.25 | 26.00 |
| 1½ inch | 26.25 | 27.00 |
| 1¾ inch | 29.75 | 25.00 |
| 2 inch | 29.25 | 22.00 |
| 2¼ inch | 33.00 | 25.00 |
| 2½ inch | 41.75 | 27.00 |
| 3 inch | 49.25 | 55.00 |
| 3½ inch | 65.50 | 40.00 |
| 4 inch | 85.00 | 50.25 |

## Ingots Slightly Easier.

**Montreal.**

The ingot metal market remains in a very dull and lifeless condition, with changes very few, but if anything, of a slightly lower nature. Present indications do not point to any immediate change in this state of affairs.

**TIN.**—This is slightly lower in London, and New York has followed suit The demand continues light and the present low levels do not appear to attract buyers. Local price slightly lower at 35½ cents.

**COPPER.**—London has declined several pounds, and New York is also slightly lower. This metal is somewhat weaker than it has been recently, but of course it may be only temporary. Electro is quoted at 17¾, casting 17½ cents.

**SPELTER.**—London remains steady, but East St. Louis has re-acted to the low point of $4.25. While there is not pressure to sell at this figure, there is little desire to buy and trading continues light. Local price 7½ cents.

**LEAD.**—This is the steadiest of the various metals, and while there is no particular advance to record, there is no tendency of weakness.

Canadian lead controls the local market at 6¾ cents.

**ANTIMONY.**—Until stocks in this country have been reduced, there will be little, if any, improvement in price. Chinese is quoted at 7½ cents, high grade English 8½ cents.

**ALUMINUM.**—This metal is a little easier locally, being now quoted at 31 cents, but is very dull on outside markets.

## Casoline and Coal Oil Prices Hold.

**Montreal.**

Prices on both gasoline and coal oil remain unchanged, gasoline quoted at 34 cents for motor grade, and 39 cents for the higher grade. Coal oil is still selling at 19½ cents.

## Fewer Sales of Corrugated Sheets

**Montreal.**

The recent activities recorded in corrugated sheets has now slightly subsided. Sales are still fair, however, considering the busy season now in hand at centres where the farming community is a big buying factor. No change has been announced in quotations on corrugated sheets, and following are present prices:

| CORRUGATED SHEETS | Per 100 Sq. Ft. |
|---|---|
| No. 28 gauge | 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 13 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 18 00 |
| No. 18 gauge | 24 00 |

Less 7½%.

## Range Boiler List Unchanged.

**Montreal.**

The list of prices on range boilers is unchanged, although a revision to higher levels was expected by many dealers a few weeks ago. The movement is slow, showing little, if any, improvement in recent weeks. Following are unchanged prices:

| RANGE BOILERS | Standard | Ex. heavy |
|---|---|---|
| 30 gallon | 8 75 | 11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |
| 82 gallon | 35 00 | |
| 100 gallon | 45 00 | |
| 120 gallon | 54 00 | |

## All Solders at a Reduction.

**Montreal.**

All grades of solders are now quoted less. The amount of reduction on the different grades of bars is 1½ cents per pound, while wire solder is one cent lower. Metals, that are chief in the manufacture of these, with other lead products, have been reported very dull and listless on the ingot markets, accompanied by lower prices. Therefore, the decline in solders was not surprising. Other products are still holding at previous levels, but are much easier than formerly. Local current prices are the following:

| | |
|---|---|
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |

Note.—Lead pipe is subject to a discount of 10%.

| | |
|---|---|
| Lead traps and bends | 10% off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 11 |
| do. 3 to 3½ lbs. sq. ft., lb. | 0 10¾ |
| do., 4 to 8 lbs. | 0 10 |

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

| | |
|---|---|
| Solder, guaranteed, lb. | 0 28 |
| do., strictly, lb. | 0 26 |
| do., commercial, lb. | 0 23 |
| do., wiping, lb. | 0 21 |
| do., wire, lb. | 0 36½ |
| Zinc sheets, casks | 0 11½ |
| do., broken lots | 0 12 |

## Wire Base Price Revised

**Toronto.**

Lower quotations are now shown on bright and annealed wire base prices. The revised level is $4.30, compared with the previous quotation of $4.65.

## Canadian Steel Production at Low Levels.

**Toronto.**

Canadian steel production is now reported to have reached the lowest level recorded in many years. No new developments have been established in current markets, the recent price revisions being generally maintained. Enquiries are slightly more numerous, but with a changing market, this condition is generally expected, buyers feeling out the prevailing prices. The dull period outlined for July, therefore, has been experienced in the majority of markets, in spite of strenuous efforts to stimulate the current demand through announcements of price reductions.

Up to the present, officially lower quotations have failed to revive interest in steel. According to reports from the United States markets, the new prices have not brought any more business to the Pittsburg mills, and steel operations by the leading producers only average between 20 and 25 per cent. of capacity. Present consumption of steel, however, is reported well in excess of the current production activity. A continuance of this development must gradually lead to the point where prevailing needs will automatically bring about a revival at the mills.

In addition to recent hurried efforts by holders of steel to dispose of their stocks, it is noticed that the United States Shipping Board is offering for sale large quantities of angles, channels, beams and plates, and similar structural bars. This represents a leftover from war-time purchases of approximately 100,000 tons of steel. The American Foreign Steel Corporation are also placing on the market some 35,000 tons of French shell and soft steel billets, principally rounds and squares of varying lengths. The re-sale of such steel is stated to have had its contributory effect towards the existing lower price levels.

There have been predictions in certain authoritive quarters that the demand for steel will register a material improvement by September. Current prices are unchanged as follows:

| IRON AND STEEL | | |
|---|---|---|
| Mild steel bars, base | | $ 3.75 |
| Mild steel bands, 3-16 in. base | | 4.10 |
| Bar iron, base | | 3.75 |
| Iron bands, 3-16 in. base | | 4.10 |
| Angle iron, base | | 3.75 |
| Horseshoe iron | | 4.10 |
| Tire steel | $ 4.70 | 5.95 |
| Band steel, 5-8 to 4 in. | | 4.25 |
| Spring steel | 9.50 | 11.50 |
| Crucible cast sheet steel | 30.00 | 35.00 |
| Mining drill steel | 20.00 | 23.00 |
| Cast tool steel, medium | | 20.00 |
| Cast tool steel, high grade | 30.00 | 36.00 |
| Sleigh shoe steel | 4.10 | 4.50 |
| Norway iron | | 15.00 |
| Toe caulk iron | 5.40 | 6.40 |
| Hoop steel | | 4.75 |

# *Toronto Markets*

TORONTO, July 20.—Numerous price revisions in a downward direction continue to hold the centre of interest in current hardware markets. The lengthy list of changes includes many iron and steel products such as iron horse shoes, seamless boiler tubes, corrugated sheets, Canada plates, wrought nipples and couplings, soil pipe and fittings, solid sash weights, terne and coke tin plates, bright and annealed wire, bale tires, wire nails, fence staples and stove pipe wire.

The reduction in the wire base price, brought with it a general decline of other wire products, while revised discounts and generally easier quotations are reflected on many finished steel products. Recent revisions noted on sheets and plates, and also on bar iron and steel are now holding, although an easier tone is noticeable in the primary markets. Fair conditions are reported on compression goods, with a seasonable sale continuing for eavestrough and conductor pipe. Quotations also hold unchanged on copper and brass tubing and sheets. The new price list on piping is now available. No improvement has been recorded in the waste material markets, while the dull period remains on ingot metals. Range boiler prices continue at the lower list, with a readjustment reported as eminent.

## Quotations on Stove Pipe Wire Again Lowered.

**Toronto.**

A further reduction has been announcel in prices on stovepipe wire. The extent of the lower quotation is 25 cents per 100 lbs. The revisions are as follows:

Stove Pipe Wire:

No. 18 ga. .....$8.75 per cwt.
No. 19 ga. .....$9.25 per cwt.

## Reduced Price on Sprayers.

**Toronto.**

Current quotations on Sturdy sprayers are now reduced to the extent of 50 cents per dozen. The new quotation is $6.00.

## Horse Shoe Quotations Lower.

**Toronto.**

A reduction of 50 cents per keg has now been announced on all sizes and patterns of iron horse shoes. The following are the revised quotations:

| HORSESHOES | | Price per keg | |
|---|---|---|---|
| Patterns. | Sizes made | No. 2 and larger Less 20c | No. 1 and smaller |
| Light iron | 0-7 | $7.75 | $8.00 |
| Long heel Light Iron | 3-7 | 7.75 | |
| Medium Iron | 1-8 | 7.75 | 8.00 |
| Heavy Iron | 6-8 | 7.75 | |
| Snow | 1-6 | 8.00 | 8.25 |
| New-light "XL" steel | 1-6 | 8.20 | 8.45 |
| Featherweight "XL" Steel | 0-4 | 9.60 | |

## Lower Price Levels on Corrugated Sheets

**Toronto.**

Reductions are reported this week on the heavier gauges of corrugated sheets. This decline corresponds to the easier levels recently recorded on sheets and plates, and is a direct reflection of the lower prices prevailing at mill centres.

Following are the revised quotations:

**CORRUGATED SHEETS—**

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | 8.50 |
| No. 26 gauge | 9.25 |
| No. 24 gauge | 11.50 |
| No. 22 gauge | 14.00 |
| No. 20 gauge | 15.75 |
| No. 18 gauge | 21.00 |

Less 7½%.

Lighter than 24 gauge and wider than 27 inches 75c. a. square extra.

## Dull Period Continues in Waste Materials

**Toronto.**

A reduction of from 25 to 50 cents on heavy lead is the only price change recorded this week in the nominal list of waste material quotations. The current markets continue very dull, especially with the iron and steel industry at present working on a minimum of capacity.

Scrap iron and steel prices have recently been slashed in a sharp downward revision on certain United States markets. The list is now reported as the lowest for the majority of lines known during the recent years.

Following is the average of dealers' nominal buying prices for fairly large quantities, f.o.b. Toronto:

**WASTE MATERIALS**

| | | |
|---|---|---|
| No. 2 busheling | $ | $11.00 |
| Heavy melting steel, gross ton | 11.00 | 12.00 |
| R. Rd. wrought iron, No. 1 gr. ton | 11.00 | 12.00 |
| Scrap pipe, gr. ton | 6.00 | 7.00 |
| Stove plate, net ton | 12.00 | 13.00 |
| No. 1 machinery cast, net ton | 17.00 | 18.00 |
| Heavy, lead | 3.75 | 4.25 |
| Tea, lead | 2.25 | 2.50 |
| Red brass | | 9.00 |
| Yellow brass | 6.00 | 7.00 |
| Light brass | 4.00 | 4.50 |
| Heavy copper | 10.00 | 11.00 |
| Scrap zinc | 3.50 | 4.00 |
| Old rubbers, boots and shoes | 2.50 | 3.00 |
| Lumberman's rubber boots | 1.50 | 2.00 |
| Auto tires | 0.50 | 1.00 |
| Solid tires | 0.75 | 1.25 |

## Reduced Quotations Shown on Canada Plates

**Toronto.**

Lower quotations are now shown on Canada plates. This reduction amounts to approximately $1.75, on both the 52's and 60's. Prices on Terne plates and on coke tin plates, also register a substantial decline. Following are the revised quotations:

**PLATES, CANADA**

| Prices nominal. | Montreal. | Toronto |
|---|---|---|
| Dull, 60 sheets | $7.35 | $8.25 |
| Ordinary, 52 sheets | 7.25 | 8.00 |

**PLATES, COKE, TIN**

| Prices nominal. | Per Box |
|---|---|
| IX. 20 x 28, 112 sheets | $20.50 |
| do., 56 sheets | 12.50 |

**PLATES, CHARCOAL, TIN**

| | |
|---|---|
| IC. 14 x 20 base | $15.00 |
| IX. do. do. | 17.00 |
| IXX. do., do. | 19.00 |

F.O.B., Montreal.

**PLATES, TERNE**

| | Prices nominal. |
|---|---|
| IC. 20 x 28, 112 sheets | $17.50 |

F.O.B., Toronto or Montreal.

## Reduced Quotations on Soil Pipe and Fittings

**Toronto.**

Through a revision in the discounts, reductions of a fairly substantial nature are now shown on prices of soil pipe and fittings. The 2 and 3 inch pipe registers a decline of approximately 17 per cent., with other sizes in varying proportions. Discounts on fittings are also changed. The steady volume of home building now prevalent in the city suburbs and in the large towns generally, is reflected in the increased number of small sales. Seasonable activity of this nature is now reported to be in full swing, and with the reductions in quotations prevailing, an improvement is looked for in the current movement of solid pipe and fittings. Following are the revised discounts:

**SOIL PIPE**

2 and 3 in., 25%.
4 inch, 30%.
5 and 6 inch, 30%.
8 inch, net.

**FITTINGS**

2 to 6 inch fittings, 40-10%.
8 inch fittings, net.

## Crown Sprayer Price Lowered

**Toronto.**

A reduction is now recorded in the prices on Crown sprayers, these now being quoted at $8.00 per dozen. The previous price was $10.00.

## Wire Nails Again Reduced

**Toronto.**

A reduction in the base price of wire nails has now been announced. This is the second decline in quotations on wire products noted during recent weeks. The new lower price is $4.30 base, compared with the previous quotation of $4.55. Following is the revised list:

**WIRE NAILS**

Standard Steel Wire Nails, f.o.b., London, Hamilton, Milton, Toronto, $4.30 base.
Owen Sound or Collingwood, $4.40 base.
F.o.b., Montreal, $4.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b., factory prices, carload freight allowed, $4.30.
Sault Ste. Marie, Port Arthur, Fort William, $4.55, base f.o.b., factory; no freight allowance.

## Further Lowering in Prices on Fence Staples

**Toronto.**

Fence staples show a further reduction in prices this week, the extent of the decline being approximately 15 cents per 100 lbs. The new quotations follow:

Fence Staples:

| | Per 100 lb. Kegs. |
|---|---|
| Bright | $4.85 |
| Galvanized | 5.85 |

## More Reductions on Bale Ties

**Toronto.**

A further lowering in the prices on bale ties is announced this week. This decline corresponds with the reduction recorded in quotations recorded on wire and other fence products. The revised prices are as follows:

**BALE TIES**

| | |
|---|---|
| 12 gauge | $5.40 |
| 13 gauge | 5.55 |
| 13½ gauge | 5.65 |
| 14 gauge | 5.80 |
| 15 gauge | 6.05 |
| 16 gauge | 6.40 |

4 to 6 ft. lengths, 25 cents extra; shorter than 4 ft., 75 cents extra.
F.o.b., Toronto.

## Revised Discounts Lower Pipe Fitting Prices

**Toronto.**

Following the reduction in the price list of wrought piping, quotations on wrought nipples and couplings are now on a level. A revision in the discounts on these products, shows reductions of approximately 10 per cent. Prevailing conditions in the pipe fitting market, generally indicate that merchants are adhering to the principle of ordering in small quantities. The total volume of purchases, however, is reported as showing a steady average from month to month. With the decline in prices, all tending to effect a reduction in building costs, the anticipation of an improvement in the future demand for fittings now prevails in certain quarters. Following are the new discounts:

| | |
|---|---|
| Cast iron fittings | 20% |
| Plugs, cast iron | 27½% |
| do., solid | 10% |
| do., countersunk | net |
| Bushings | 30% |
| Unions, ¼ in. to 2 in. | 40% |
| do., ⅛ in., 2½ in. to 4 in. | 35% |
| Flanged Unions | 20% |
| Dart Unions, blk., ¼ to 2 in. | 29% |
| do., ⅛ in., 2½ to 4 in. | 14% |
| do., galvd., add to black | 30% |
| Nipples, blk. and galvd., ⅛ to 4 in., close and short | 45% |
| do., 4½ in. and larger | 35% |
| do., 4½ in. and larger | 45% |
| do., long, ⅛ in. to 4 in. | 55% |
| do., running thread | 25% |
| Couplings, 4 in. and under | 25% |

MALLEABLE FITTINGS.

| | Black. | Galvanized. |
|---|---|---|
| Class A | 0.60 | 0.75 |
| Class B | 0.24 | 0.34 |
| Class C | 0.15 | 0.24 |

## Seasonable Sales for Eavestrough

**Toronto.**

Current sales of eavetrough and conductor pipe are reported well up to seasonable expectations. No marked development has been recorded, however, the prevailing discount quotations remaining unchanged as follows:

**TROUGH (Eave)**

O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. |
|---|---|
| 8 in. | $15.90 |
| 10 in. | 17.70 |
| 12 in. | 21.20 |

Less 60 per cent.

| | |
|---|---|
| 15 in. | 28.80 |
| 18 in. | 36.50 |

**PIPE (Conductor)**

Plain, round or corrugated.

| | Per 100 ft. in 10 ft. lengths. |
|---|---|
| 2 in., in 10 ft. lengths, list | $18.40 |
| 3 in., in 10 ft. lengths, list | 22.30 |
| 4 in., in 10 ft. lengths, list | 29.60 |
| 5 in., in 10 ft. lengths, list | 40.00 |
| 6 in., in 10 ft. lengths, list | 49.00 |

Less 60 per cent.

**CONDUCTOR ELBOWS**

| | |
|---|---|
| 2 inch, list | $ 5.25 |
| 3 inch, list | 6.00 |
| 4 inch, list | 10.50 |
| 5 inch, list | 24.00 |
| 6 inch, list | 29.00 |

Less 55 per cent.

## New Price List on Piping

**Toronto.**

There has been no alteration in the current volume of sales on tubular goods, and according to current reports no particular change is expected by reason of last week's price revisions. Improvement in demand for piping hinges upon other conditions, including liquidation of stocks in the hands of buyers, a revival in business generally, and added stimulus to the building activity. As to the last named point, some factors look for a distinct improvement during the fall period.

There is no comprehensive information, thus far obtaintable, as to how the price reductions will impress the

Continued on Page 46

buying trade generally. Producers and distributors of piping state that if purchasers realize what production is now, they would recognize that the new prices are low in comparison. Many revisions have taken place this season, but evidently the cost of making pipe primarily increased much more than did the cost of making the other steel products in proportion.

Following is the latest pipe list on standard buttweld and lapweld piping:

**PRICE LIST NO. 52**
**STANDARD BUTTWELD PIPE S—C.**
Per 100 Feet.

| Size. | Steel. Blk. | Gen. Galv. | Wrot. Blk. | Iron. Galv. |
|---|---|---|---|---|
| ⅛ in. | $6.50 | $8.50 | $.... | $.... |
| ¼ in. | 4.56 | 6.60 | 5.75 | 7.80 |
| ⅜ in. | 4.56 | 6.60 | 5.76 | 7.80 |
| ½ in. | 5.87 | 7.40 | 7.65 | 9.10 |
| ¾ in. | 7.02 | 8.97 | 9.55 | 11.50 |
| 1 in. | 10.03 | 12.92 | 13.77 | 16.66 |
| 1 ¼ in. | 13.57 | 17.48 | 18.63 | 22.54 |
| 1 ½ in. | 16.23 | 20.90 | 22.28 | 26.95 |
| 2 in. | 21.83 | 28.12 | 29.97 | 36.26 |
| 2 ½ in. | 34.52 | 44.46 | ..... | ..... |
| 3 in. | 45.14 | 58.14 | ..... | ..... |
| 3 ½ in | 59.80 | 75.44 | ..... | ..... |
| 4 in. | 70.85 | 89.38 | ..... | ..... |

**STANDARD LAPWELD PIPE S—C.**
Per 100 feet.

| Size. | Steel. Blk. | Gen. Galv. | Wrot. Blk. | Iron. Galv. |
|---|---|---|---|---|
| 2 in. | $25.53 | $31.82 | $33.67 | $39.96 |
| 2 ½ in. | 38.03 | 47.97 | 50.90 | 60.84 |
| 3 in. | 49.73 | 62.72 | 66.56 | 79.56 |
| 3 ½ in. | 60.72 | 76.36 | 80.96 | 96.60 |
| 4 in. | 71.94 | 90.47 | 95.92 | 114.45 |
| 4 ½ in. | 81.28 | 102.87 | 1.12 | 1.33 |
| 5 in. | 94.72 | 119.88 | 1.30 | 1.55 |
| 6 in. | 1.23 | 1.56 | 1.69 | 2.02 |
| 7 in. | 1.64 | 2.09 | 2.21 | 2.63 |
| 8L in. | 1.73 | 2.20 | 2.33 | 2.75 |
| 8 in. | 1.99 | 2.53 | 2.68 | 3.17 |
| 9 in. | 2.38 | 3.04 | 3.21 | 3.60 |
| 10L in. | 2.21 | 2.82 | 2.98 | 3.52 |
| 10 in. | 2.84 | 3.63 | 3.83 | 4.53 |

## Business in Twines Better Than Expected

**Toronto.**

Current business in rope and twines is generally quoted as better than expected for this season of the year, and shows marked improvement over earlier months in comparison. Only small buying was evident during the Spring, and with merchants' stocks correspondingly low, replenishing is now in order to fill prevailing trade demands.

Binder and other harvest twines are reported as moving more freely. Crops in Eastern Ontario and portions of Quebec are recorded as very short. In certain districts, crops are reported too short to cut. This condition naturally reflects on the current volume of business in binder twine in such localities.

Western Ontario and the Western Provinces generally, indicate good crop prospects, with corresponding brisk sales for binder and usual harvest twines. A few minor districts show mediocre reports, but this is not considered sufficient to affect the general movement, which is expected to be well up to, if not above the average. Prices remain unchanged from the recent revisions to lower levels noted early in July.

## Reduction in Price on Solid Sash Weights

**Toronto.**

Through a further price recession, solid sash weights are now priced at $3.50 per 100 lbs. The previous quotation was $3.75.

## Solder Quotations Steady

**Toronto.**

Prices on lead and zinc goods are generally being firmly maintained consequent upon the stronger tone evident on the primary lead markets. The recent revisions in solder prices remain unchanged, with very litle marked development reported in current conditions. Prevailing quotations follow:

**LEAD AND ZINC GOODS**

| | |
|---|---|
| Lead, pipe, list, per lb. | 0.12½ |
| Lead, waste pipe, list, per lb. | 0.13½ |
| do., over 8 in., list, per lb. | 0.14½ |
| Lead pipe is subject to a discount of | 10% |
| Lead traps and bends | 10% |
| Lead sheets, 4 to 6 lbs., sq. ft. in rolls, lb. | 0.09½ |
| Cut sheets, ½c to ¾c lb. extra and cut sheets to size, 1c lb. extra | |
| Solder, wire, per lb. | 0.32 |
| do., commercial, lb. | 0.21 |
| do., strictly, lb. | 0.23 |
| do., guaranteed lb. | 0.26 |
| do., wiping lb. | 0.20½ |
| Zinc sheets, per lb. | 0.13 |

## Seamless Boiler Tube Prices Revised Downward.

**Toronto.**

A lower range of prices has now developed on seamless boiler tubes, the new quotations showing a reduction on the larger sizes from 2 in. up to 4 inch. The smaller sizes remain unchanged in price at the present time. It is pointed out, however, that all prices on seamless boiler tubes are more or less nominal at this time, depending upon the degree of competition evident on local markets. No change is yet recorded in quotations on lapweld tubes, such a condition hinging upon future price announcements from the Pittsburg steel mills. Following are the revised local prices:

**BOILER TUBES—**

| | Seamless. | Lapweld. |
|---|---|---|
| 1 inch | 26.00 | |
| 1¼ inch | 27.25 | |
| 1½ inch | 26.25 | |
| 1¾ inch | 29.75 | 25.00 |
| 2 inch | 28.00 | 22.00 |
| 2¼ inch | 32.00 | 25.00 |
| 2½ inch | 40.00 | 27.00 |
| 3 inch | 44.00 | 35.00 |
| 3½ inch | 60.00 | 40.00 |
| 4 inch | 75.00 | 50.25 |

## Little Business Evident in Range Boilers

**Toronto.**

While manufacturers of range-boilers still generally predict an early readjustment of prices, the lower list nominally prevails on current markets. Very little business is evident on range boilers generally, and it was emphatically stated in one quarter that prevailing conditions certainly do not justify any further price cutting, as they reduced levels failed to stimulate any noticeable degree of activity. Merchants are even reluctant to stock up at present low figures, which are stated as containing no semblance of profit for either manufacturers or distributors. The current list follows:—

**RANGE BOILERS**

| | Standard | Ex-heavy |
|---|---|---|
| 30 gallon | $ 8.75 | $11.50 |
| 35 gallon | 9.50 | 13.50 |
| 40 gallon | 13.80 | 16.50 |
| 52 gallon | 20.40 | 25.20 |
| 66 gallon | 28.80 | 34.80 |
| 82 gallon | 36.00 | 47.40 |
| 100 gallon | 45.60 | 56.40 |
| 120 gallon | 55.20 | 64.80 |
| 114 gallon | 78.00 | 93.00 |

## Revised Quotations Hold on Sheets and Plates

**Toronto.**

An increase in the current proportion of inquiries is reported to have followed the recent announcements of price revisions, but increased sales have not resulted up to the present.

Manufacturers are stated to be closely watching prevailing conditions on sheets and plates, as any future settling of the market is generally expected to bring forth an improved volume of business. At present, however, the opinion seems to be spreading that price readjustments are not the most important factors of the moment; liquidation of present stocks being the principal item. This applies to both steel, and manufactured steel products.

Conditions generally are much as they were before any price alterations became effective. The following unchanged quotations generally prevail for fair-sized quantities, with a range noted in prices for small orders:—

**PLATES**

| | | |
|---|---|---|
| 10 gauge | $4.75 | $5.00 |
| 12 gauge | 4.80 | 5.05 |
| 14 gauge | 4.85 | 5.10 |
| 16 gauge | 4.95 | 5.20 |

**BLACK SHEETS**

| | | |
|---|---|---|
| 14 gauge | 5.10 | 5.00 |
| 16 gauge | 5.20 | 5.70 |
| 18-20 gauge | 5.30 | 5.80 |
| 22-24 gauge | 5.35 | 5.85 |
| 26 gauge | 5.40 | 5.90 |
| 28 gauge | 5.50 | 6.00 |

..Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

**GALVANIZED SHEETS**
**Premier and Apollo**

| | | |
|---|---|---|
| 10¾ oz. | $7.90 | $8.40 |
| U. S. 28 | 7.50 | 8.00 |
| U. S. 26 | 7.20 | 7.70 |
| 22 and 24 | 7.05 | 7.55 |
| 18 and 20 | 6.90 | 7.40 |
| 16. | 6.75 | 7.30 |
| 12 and 14 | 6.60 | 7.20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## Fair Conditions Reported on Compression Goods

**Toronto.**

Recent revisions in the discounts quoted on compression goods are being generally maintained, no change having been reported in either prices or conditions. The prevailing demand is considered fair, and in some quarters sales are recorded as better than predicted earlier in the season. Following are unchanged quotations:—

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| do., Fuller | 25% |
| Flatway stop and waste cocks, standard | 40% |
| Roundaway stop and waste cocks, standard | 34% |
| Brass steam cocks, standard | 10% |
| Globe angle and check valves, standard | 5% |
| J. M. T. | 20% |
| J. M. T. C | 25% |
| J. M. T. Gate Valves | 15% |
| Gate or straightway | 16-10% |
| Jenkins Globe | 10-10% |
| Radiator valves, standard | 30% |
| do., removable disc. | 42% |
| Emco. J. D. Valves | 20% |
| Emco. Check Valves | 20% |
| Webber Gate Valves | 20% |
| **BASIN COCKS** | |
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |

## Quotations Hold Unchanged on Brass and Copper

**Toronto.**

While the dull period of trade is still evident in current business on brass and copper, prices on sheets, rods and tubing are maintained at unchanged levels. A relatively good demand from ingot makers for heavy and light scrap copper and light brass, has served to hold prevailing price levels on the primary markets The situation generally, is unchanged, with current buying more or less restricted. Prices follow:

| | |
|---|---|
| **BRASS** | |
| Sheets, base, per lb. | $ 0.27 |
| Rods, base, per lb. | 0.27 |
| Tubing, base, per lb. | 0.34 |
| **COPPER** | |
| Rods, base, per lb. | 0.32 |
| Soft sheets, plain, 16 oz. and heavier, lb. | 0.32 |
| do., plain tinned 16 oz. and heavier, lb. | 0.40 |
| do., polished and tinned 16 oz. and heavier, lb. | 0.45 |
| Tubing | 0.37 |

## Low Levels Reached in Ingot Metal Prices

**Toronto.**

Conditions in general on the ingot metal markets are stated as extremely dull, with practically no business in sight. Any current orders are still very small, while the opinion is expressed that the dead level in prices has been reached.

COPPER—An easier tone was again noted on the copper markets this week. Reports from the United States circles indicate that buyers are still reluctant to take up metal, evidently hoping to beat prices still lower by staying out of the market. Producers consider this is doubtful as any further declines would not compensate for the cost of production. The local price holds at 17½ cents.

TIN—Extreme dullness characterizes the local tin markets, the tendency being to sell rather than buy. It is said that consumers are not showing any interest in offerings, and dealers generally not inclined to make purchases. From 37 to 38 cents is the prevailing local quotation.

LEAD—A firmer tone is evident on this metal, lead being the only redeeming feature of the current ingot metal markets. Present values are still far below prices obtainable this time last year, however. Reports from American centres indicate that the output of lead from the Nevada mines will likely be much less during 1921 than in any recent year, chiefly owing to the prevailing dull conditions in the market and the comparatively low prices that the metal is bringing. Local quotations are maintained at $6.75.

SPELTER—No improvement can be recorded on spelter conditions, both local and foreign markets registering a depressed attitude. Therefore, the output of spelter from the mines for 1921 is expected to show a material decrease when compared with records for other years, unless market conditions decidedly improve. The price of $7.00 still prevails locally.

ANTIMONY—The antimony market is virtually unchanged this week. Business continues of very small proportion, and local quotations are nominally maintained at from 8 to 10 cents.

ALUMINUM—No change is noted in the aluminum situation. Very little revision in either prices or conditions is looked for in this market. The unchanged local figure of 30 cents still remains.

# *London Markets*

LONDON, July 20.—Several important hardware lines show price reductions this week. The most noticeable recessions include piping, wire nails, fence staples, oiled and annealed wire, galvanized fence hooks, leather washers, copper bull rings, and copper rivets. Turpentine features the market, being the only higher quotation recorded, with an advance of 2 cents per gallon.

Business in this vicinity continues seasonably good. The demand for summer lines during the past few weeks has been brisk, and with present stocks on a low level, the carry over to next year will be very light. Popular lines in this connection include screen doors and windows, screen hinges and fasteners, electric fans, refrigerators, hammocks, paris green, arsenate of lead, and similar goods all selling well.

## New List on Piping

**London, Ont.**

Pipe list No. 52, showing reduced quotations on standard buttweld and lapweld piping, became effective July 11. This supersedes List No. 51, which had governed prices on pipe since April. The revised quotations follow:

**PRICE LIST NO. 52 JULY 11, 1921**

**STANDARD BUTTWELD PIPE S—C.**

Per 100 feet.

| Size. | Steel. Blk. | Steel. Galv. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Galv. |
|---|---|---|---|---|
| ⅛ in. | $6.50 | $8.50 | $.... | $.... |
| ¼ in. | 4.56 | 6.60 | 5.76 | 7.80 |
| ⅜ in. | 4.56 | 6.60 | 5.76 | 7.80 |
| ½ in. | 5.87 | 7.40 | 7.65 | 9.10 |
| ¾ in. | 7.02 | 8.97 | 9.55 | 11.50 |
| 1 in. | 10.03 | 12.92 | 13.77 | 16.66 |
| 1¼ in. | 13.57 | 17.48 | 18.63 | 22.54 |
| 1½ in. | 16.23 | 20.90 | 22.28 | 26.95 |
| 2 in. | 21.83 | 26.12 | 29.97 | 36.26 |
| 2½ in. | 34.52 | 44.46 | ..... | ..... |
| 3 in. | 45.14 | 58.14 | ..... | ..... |
| 3½ in. | 59.80 | 75.44 | ..... | ..... |
| 4 in. | 70.85 | 89.38 | ..... | ..... |

**STANDARD LAPWELD PIPE S—C.**

Per 100 feet.

| Size. | Steel. Blk. | Steel. Galv. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Galv. |
|---|---|---|---|---|
| 2 in. | $25.53 | $31.82 | $33.67 | $39.96 |
| 2½ in. | 38.03 | 47.97 | 50.90 | 60.84 |
| 3 in. | 49.73 | 62.73 | 66.56 | 79.56 |
| 3½ in. | 60.72 | 76.36 | 80.96 | 96.60 |
| 4 in. | 71.94 | 90.47 | 95.92 | 114.45 |
| 4½ in. | 81.28 | 102.87 | 1.12 | 1.33 |
| 5 in. | 94.72 | 119.88 | 1.30 | 1.55 |
| 6 in. | 1.23 | 1.56 | 1.69 | 2.02 |
| 7 in. | 1.64 | 2.09 | 2.21 | 3.63 |
| 8L in. | 1.73 | 2.20 | 2.33 | 2.75 |
| 8 in. | 1.99 | 2.53 | 2.68 | 3.17 |
| 9 in. | 2.38 | 3.04 | 3.21 | 3.80 |
| 10L. in. | 2.21 | 2.82 | 2.98 | 3.52 |
| 10 in. | 2.84 | 3.63 | 3.83 | 4.53 |

## Copper Rivet Prices Lower

**London, Ont.**

New lower prices are now announced on copper rivets. A revision in discounts gives the current quotations at 32½ per cent. The new prices follow:

| | |
|---|---|
| **COPPER RIVETS and BURRS** | |
| Copper Rivets, List List | 32½% |
| Copper Burrs up to one-third of combined weight of Copper Rivets and Copper Burrs, List Less | 32½% |
| Copper Burrs in excess of one-third of combined weight of Copper Rivets and Copper Burrs, List Plus | 10% |
| Copper Burrs only, List Plus | 10% |

## Wire Nails Again Reduced

**London, Ont.**

A further reduction of 25 cents per keg has now been made in prices on wire nails. There is a fair seasonable sale recorded for nails at the present time, and following are the new quotations:

**WIRE NAILS**

$4.30, base, London.

Owen Sound, Collingwood and Montreal, $4.40, base, delivered.

Windsor, Walkerville and Sandwich, $4.30, base, carload, freight allowed.

## Reductions in Quotations on Wire Fence Staples

**London, Ont.**

Included among the numerous price declines noted this week are the lower quotations on wire fence staples, both bright and galvanized. The new price is 15 cents per 100 lbs. lower. Following are the latest revisions:

| **STAPLES: FENCE** | Per 100 lbs. |
|---|---|
| Bright, 100 lb. kegs | $4.85 |
| Bright, 25 lb. boxes | 5.85 |
| Galvanized, 100 lb. kegs | 5.85 |
| Galvanized, 25 lb. boxes | 6.85 |

## Fence Hook Prices Revised

**London, Ont.**

Galvanized fence hooks are now 15 cents per 100 lbs. lower in price. The revised quotations are:—in 100 lb. kegs, $6.10 per cwt; in 25 lb. boxes, $7.10 per cwt.

## Lower Base Price on Wire

**London, Ont.**

A new base price has been issued on oiled and annealed wire, which shows a reduction of 35 cents per 100 lbs. on the previous quotation. The revised base is now $4.30 per 100 lbs.

## Leather Buggy Washers Reduced

**London, Ont.**

The new base price on leather coil buggy washers shows a slight reduction. The lower quotations being: ⅞ in, 27 cents per box; and 1 in. size, 28 cents per box.

## Lower Quotations Recorded on Copper Bull Rings

**London, Ont.**

Reductions in the prices on copper bull rings are announced this week. The new lower quotations are as follows:

| **COPPER BULL RINGS** | |
|---|---|
| 5-16 x 2½ in. self piercing | 4.65 doz. |
| ⅜ x 2½ in. plain | 5.50 doz. |
| 5-16 x 2½ in. Selr piercing | 4.65 doz. |
| ⅜ x 2½ in., self piercing | 5.95 doz. |

## Decline in Sweat Pad Quotations

**London, Ont.**

Included among the wide range of hardware commodities showing price declines this week, are sweat pads. The new lower price now in effect on Old Gold Red Edged Sweat pads being $6.85 per dozen.

### Turpentine Prices Increased

**London, Ont.**

Turpentine showed a recovery in price this week, being the only price increase recorded. The revised quotation is two cents per gallon higher. Current demand continues fairly good for this season of the year. Following are the new prices:

**TURPENTINE**

| | |
|---|---|
| 1 barrel lots | $1.00 imp. gal. |
| 2 to 4 barrel lots | 99c Imp. gal. |
| 5 gallon lots | $1.15 Imp. gal. |

### Brisk Sales in Wire Screen

**London, Ont.**

An excellent sale of screen wire cloth was reported by local dealers during the past week. Quotations on wire screen are being well maintained, the price for painted black being $3.50 per 100 square feet.

### Rope Demand Improves

**London, Ont.**

With the approach of harvest season, the current sales of rope and twine are registering a steady improvement in harvest sizes. Prices on these products are firm and unchanged at present.

**ROPE and TWINE**

| | |
|---|---|
| Pure Manilla, base, per lb. | 0.23 |
| Beaver Manilla, base, per lb. | 0.19 |
| New Zealand hemp, base, per lb. | 0.19 |
| Sisal, base, per lb. | 0.17 |
| Lath yarn, base, per lb. | 0.17 |

### Linseed Oil Price Steady

**London, Ont.**

The recent revisions in quotations on linseed oil continue to hold unchanged this week. A fair movement is still in evidence, with the following prices prevailing:

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 bbls., Imp gal. | 0.95 | 0.98 |
| 3 to 5 | 0.94 | 0.97 |
| 6 to 9 | 0.92 | 0.95 |

Less bbls. add 15c gal.

### Putty Sales in Fair Volume.

**London, Ont.**

A fair volume of sales for putty are reported locally. It is considered that the active promotion of building erection would stimulate the sale of putty proportionately, but the present movement is considered well up to expectations for this season of the year. The following unchanged quotations prevail:

**PUTTY**

| | Per 100 lbs. |
|---|---|
| Standard 100 lb. drums | 7.05 |
| Standard 25 lb. drums | 7.30 |
| Pure 100 lb. drums | 8.55 |
| Pure 25 lb. drums | 8.80 |

### Fair Demand for Harvest Tools

**London, Ont.**

There is a fair movement recorded at the present time, for hoes, pitchforks, and other harvest tools. Sales are continuing steadily, and the quotation of list less 50 and 10 per cent., remains unchanged.

### Window Glass Business Steady

**London, Ont.**

A fair sorting business is at present evident in window glass sales. There has been no change in current prices reported up to the present, the following quotations being generally maintained:

**WINDOW GLASS**

Single diamond, 50 per cent. off list.
Double diamond, 50 per cent. off list.
Cut light, 60 and 10 per cent. off list.

# *Winnipeg Markets*

WINNIPEG, July 20.—Price declines continue to feature the current hardware markets. The recent reductions noted in primary steel centres, have been reflected by lower quotations on numerous iron and steel products. Included among these reductions are galvanized sheets, axes and bale ties. A revised pipe list brings prices on black and galvanized wrought piping to a lower range. Borax is also reduced 2 cents per lb. Quotations on garden hose and putty are other declines showing the gradual downward tendency of price developments.

A more optimistic tone generally pervades business conditions in the West, principally based upon current crop reports. The outlook for Fall trade reflects prevailing crop prospects, and with an average yield estimated from the three Prairie Provinces, an improvement in hardware circles is accordingly anticipated.

### Lower Prices on Axes

**Winnipeg**

Axes have been generally reduced in price, the actual extent of the lowering varying from 50 cents to almost $3.00 per dozen. Following is the new range of quotations:

**AXES**

| | | |
|---|---|---|
| Single bit | $15.50 | $19.00 |
| Double bit | | 24.00 |
| Broad axes | | 60.00 |

**AXES, BENCH**

| | |
|---|---|
| No. 2 | $20.52 |
| No. 3 | 23.10 |
| No. 4 | 25.14 |
| No. 5 | 27.70 |
| No. 6 | 30.80 |

### Revised Quotations on Borax

**Winnipeg**

A reduction in the price of borax by two cents per lb. is announced this week. This decline brings the current quotation from 14 cents to 12 cents per lb.

### Garden Hose Prices Lowered

**Winnipeg**

New lower quotations are now in effect on garden hose. The decline averages approximately 50 cents per 100 feet. Sales of garden hose are generally reported to have been seasonably good this year, and the following are the revised prices:

**HOSE, GARDEN**

| | per 100 feet 3-ply. | Multiplied. |
|---|---|---|
| ½ in. | $13.00 | $21.00 |
| ⅝ in. | 15.00 | ..... |
| ¾ in. | 17.00 | 28.00 |

### Galvanized Sheet Prices Reduced

**Winnipeg**

Galvanized sheets have been reduced in price, the decline following on the lower quotations recently noted on the primary steel markets. The revised prices follow:

**IRON, GALVANIZED**

| | Premier, Apollo and Fleur de Lis. |
|---|---|
| 10 ¾ oz. or 28 Eng. | $9.85 |
| 28 Am. or 26 Eng. | 9.45 |
| 26 Am. or 24 Eng. | 8.95 |
| 24 ga. | 8.80 |
| 22 ga. | 8.80 |
| 20 and 18 | 8.65 |
| 16 | 8.50 |

### Putty Quotations Lower.

**Winnipeg**

A substantial decline has been registered in quotations on putty. The new prices are as follows:

**PUTTY**

| | |
|---|---|
| 100 lb. irons | $6.00 |
| 25 lb. irons, per cwt. | 6.50 |
| 1½ lb. tins | 0.12 |

### New List on Wrought Piping

**Winnipeg**

Recent lower quotations evident on the primary steel markets have resulted in reduction on wrought piping. A new list has now been issued, showing reductions on both black and galvanized piping. Following are the recent revisions:

**PIPE, WROUGHT**

| | | |
|---|---|---|
| ⅛ in. | $ 5.40 | $ 8.55 |
| ¼ in. | 5.18 | 7.52 |
| ⅜ in. | 5.31 | 7.65 |
| ½ in. | 6.98 | 8.73 |
| ¾ in. | 8.37 | 10.67 |
| 1 in. | 11.97 | 15.39 |
| 1-¼ in. | 16.25 | 20.84 |
| 1-½ in. | 19.40 | 25.02 |
| 2 in. | 26.10 | 33.53 |
| 2-½ in. | 42.35 | 54.32 |
| 3 in. | 55.40 | 71.10 |
| 3-½ in. | 73.08 | 91.80 |
| 4 in. | 86.40 | 108.90 |
| 4-½ in. | 99.90 | 124.20 |
| 5 in. | 114.30 | 144.90 |
| 6 in. | 147.60 | 187.20 |

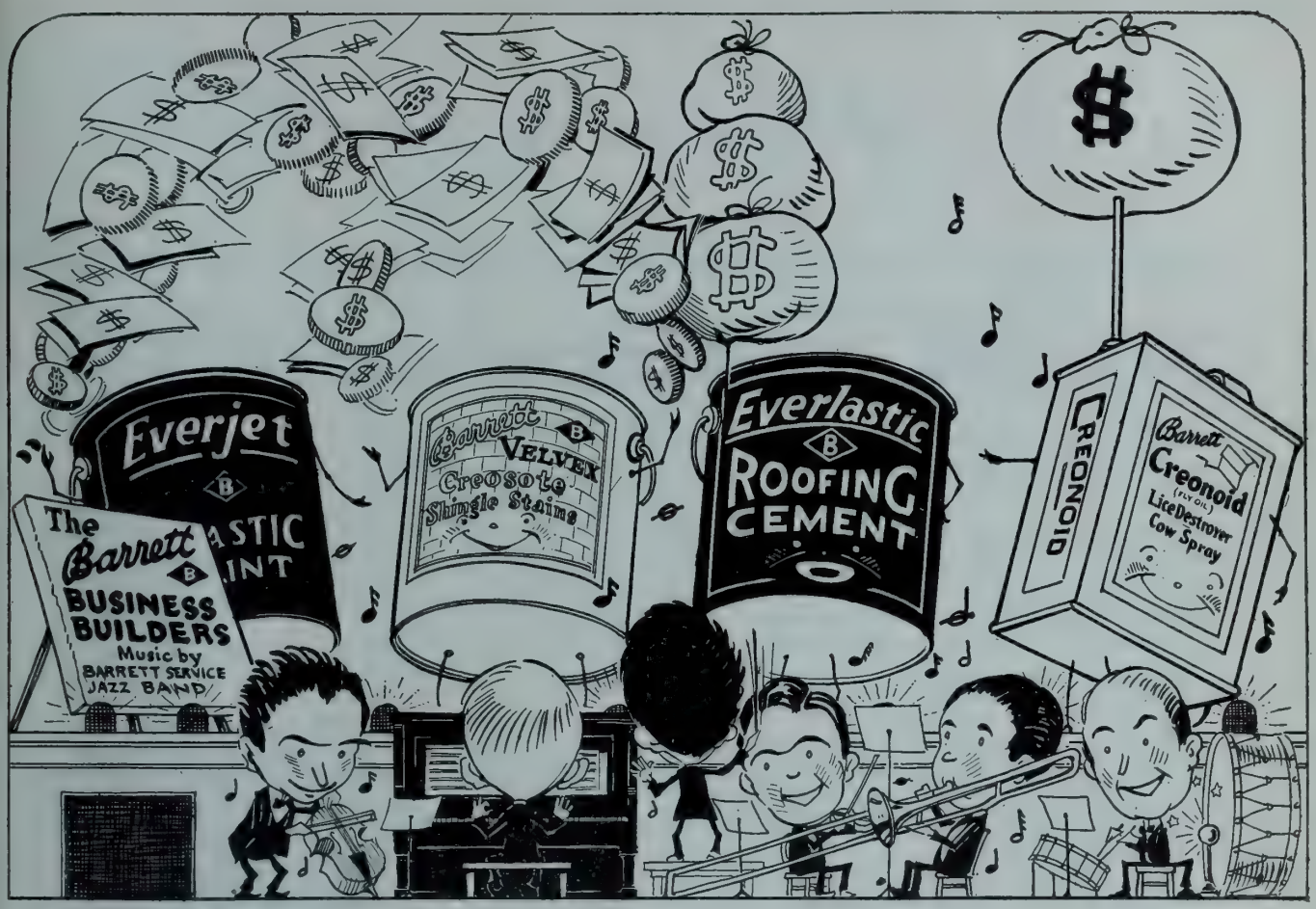
### Quotations Reduced on Bale Ties

**Winnipeg**

Reductions are now effective on bale ties, the revised quotations being 25 cents per 100 lbs. lower than the previous price. New figures are as follows:

**BALE TIES**

14 gauge, single loop, $6.85, Winnipeg; $6.20 Fort William.




# The "Business Building Four"---

You cannot help but make a hit
With such an "All-Star" show.
The advertising's done its bit
To fill up every row.
The lights are gay. The house each day
Is crowded to the door,
To watch the big performance of the "Business Building Four".

□

Velvex Stains and Creonoid and Everjet so bright
Perform so well you're bound to sell the house out every night.
And with Everlastic Liquid Roofing Cement on the bill
It's no wonder that the money jams the ticket-seller's till.

□

So, as the crowds pass in and out you sit in honest pride
And count the crisp new dollars in the ticket booth outside.

WINNIPEG
VANCOUVER
HALIFAX, N.S

**The Barrett Company**
LIMITED

MONTREAL
TORONTO
ST. JOHN, N.B.

If interested, tear out this page and place with letters to be answered.

# Weekly Paint Markets

## Montreal Paint Markets

MONTREAL, July 20.—Strength on both the linseed oil and turpentine markets is the feature of the paint markets this week. Linseed oil has made two gains with the result that present quotations are now 6 cents per gallon higher. Turpentine has now passed the dollar mark with an increase of 7 cents.

Window glass is now selling at the revised list quoted last week and a continued improvement is shown. Shellacs continue firm, with prices remaining unchanged. Business is now exceptionally brisk in insecticides, more particularly paris green.

No further changes in prices have been made in any of the lines of paint or varnishes since the reduction in the higher grades of white enamel, automobile enamels and high grade varnish, and while varnish manufacturers making a high grade of varnishes and enamels have reduced their prices, other paint manufacturers have made no changes in any of their lines.. Sales are fair, a slight slackening being now evident from the past recent weeks.

## Linseed Oil Prices Higher

**Montreal.**

Prices on linseed oil are advanced 6 cents per gallon, and quotations are now 93 for raw and 95½ cents for boiled in one barrel lots. During the past week two gains were made, following the recent improvement in the flax market, which has been reported strong all through the week. The demand for linseed oil is fair considering the present season, although it has slackened somewhat in the past two weeks. Following are the present local prices:

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0.93 | 0.95½ |
| 5 to 10 barrels | 0.91 | 0.93½ |

Broken lots, add 10c gal.

## Increase in Turpentine Prices

**Montreal.**

Due to a large shipment, containing 10,000 barrels of turpentine, to be shipped from Savannah to Europe, being burnt at the Southern Port turpentine prices have soared considerably on the local market, prices now being 7 cents higher than last week. Stocks were reasonably low at the time of the accident in the south, and continue to be in the same position, so that the recovery from the loss will extend over a considerably longer period than otherwise. Turpentine locally is quoted at $1.02 per gallon in one barrel lots in most quarters and a further increase will not be surprising in the next week or so. Following are the local quotations:

**TURPENTINE**

| | Per Imp. Gal. |
|---|---|
| 1 barrel lots | 1.02 |
| 2 to 4 barrel lots | 1.00 |
| Broken lots | 1.12 |

## Window Glass Continues to Improve

**Montreal.**

With the new Montreal glass list, announced in last week's issue of HARDWARE AND METAL, now the selling basis locally, window glass continues to make strides toward improvement. The prices quoted on the new list were slightly in advance to those previously quoted and all firms are apparently quoting these prices. Little booking has as yet been done for Fall, but dealers are more hopeful that a much healthier market will then exist than has been the case all during the Spring and summer months.

There has been a temporary shortage of plate glass, but local importers are expecting a large shipment during the week, thus overcoming the shortage. Plate prices are unchanged at 50 per cent. off.

## Heavy Sales of Paris Green

**Montreal.**

The month of July to date has proven to be a heavy demand month for insecticides, particularly Paris green. So much so, that in some quarters stocks are becoming extremely low. It was predicted at the beginning of the month that insects and pests would cause a heavy demand, and this has been increased by the recent prolonged dry spell. Prices are unchanged on all kinds.

## Shellac Still Firm; No Price Changes

**Montreal.**

The firm undertone still prevails on shellac, but no change has been made locally in prices. Following are present quotations:

Orange shellac, in barrels, $4.00; in one gal. jugs, $4.30; white, in barrels, or 5 gal. jugs, $4.40; in one gal. jugs, $4.80.

## White Lead Still in Good Demand

**Montreal.**

There is still a good demand for white lead in oil, notwithstanding the season is now advanced to where a slackening generally takes place over the summer months. Outside painting is reported to be in progress, although the recent extreme heat curtailed this somewhat. It is felt by dealers that sales will continue at a good standard all during the summer and Fall months, as merchants from practically all over the country report much painting still to be done. Prices are holding, although the unsettled market continues.

## Toronto Paint Markets

H. & M. Toronto Paint Markets.

TORONTO, July 20.—Manufacturers and distributors of paints and varnishes still report a brisk movement in these products, and there appears to be no marked decrease in the current volume of sales. The present period is usually a slack one in this class of trade, but while this year is proving to be somewhat of an exception to this rule, yet a general falling off in demand is looked for during August and September.

There has been no further revision in prices on paints or paint specialities, the general opinion among manufacturers being that prevailing cost levels do not warrant further reductions at this time. The recent increase in the cost of linseed oil, and the firmer tone registered on pig lead, are pointed out as all being contributory factors in the current cost of paints. While some lines of ready mixed paints were reduced on the United States markets it is stated that such a decline corresponds to the decrease in paint quotations which became general in Canadian markets last February. The opinion was also expressed that the American paint industry as a whole, has not been privileged to enjoy the marked degree of activity that has stimulated the Canadian trade, and any price revisions now taking place were more likely to be in the nature of price cuts in order to uncover or attract buyers.

The general feeling in all branches of the paint trade is that consumption during the summer and possibly late into the fall period is going to be along fairly liberal lines. Activity in the building industries, and especially the construction of moderately priced dwellings, and wooden frame houses, tends to have this result, as this class of construction calls for a greater relative expenditure for paints in proportion to the total outlay, than almost any other class of building.

## Linseed Oil Prices Higher

**Toronto.**

A seven cent advance in quotations on linseed oil, is one o fthe features of the current paint markets. Fluctuations on the flax seed markets continue to affect the rise and fall of prices on linseed oil. Quotations of seed registered a steady gain during the past week, with the result that a higher level is now recorded on linseed oil. The extent of the increase shown in current quotations brings the price to $1.02 for raw, and $1.05 for boiled on one to two barrel lots. The previous figures were 95 to 98 cents per gallon respectively. Following are the latest revisions:

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrel lots, per gal. | $1.02 | $1.05 |
| 3 to 5 barrel lots, per gal. | 1.01 | 1.04 |
| 6 to 9 barrel lots, per gal. | 0.99 | 1.02 |

Less barrels, add 15 cents per gallon.

HILLCREST
A GUARANTEE OF QUALITY

# Outside Gloss White

We particularly want you to become acquainted with this beautiful product —Hillcrest Outside Gloss White. It is a clear, uniform paint that spreads easily; it is very opaque, so that it covers exceptionally well, and lies smooth and even under the brush without laps, streaks or sagging. It dries with a most pleasing, smooth, glossy finish that is the best advertisement a merchant could wish to have on buildings in his locality.

*We Also Manufacture:*

Hillcrest Colors in Oil: Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint; Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

"Save the surface and you save all" *Paint & Varnish*

**Sanderson Pearcy & Co.**
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

# Hillcrest Paint Products

*Watch For Our Semi-Monthly Bulletin Next Saturday*

### Glass Markets Still Quiet

**Toronto.**

The glass markets are still reported as generally inactive. While a few orders for plate glass have been received, buyers generally appear to be holding off in the expectation of future revisions to a lower scale, and dealers are apparently afraid to purchase heavily at prevailing levels. The opinion is expressed that with the present shortage in supply of plate glass, future prices are hardly likely to be any lower than the current quotations show, but any such forecast is naturally based upon prevailing conditions, and the present is the dull period in this class of trade. It is stated that with a marked revival in demand, the entire glass situation would be changed in accordance.

Window glass sales continue of a dull character with the Belgian manufacturers experiencing an inactive period. Owing to this depression in foreign trade circles, Belgian stocks of window glass are said to be heavy, and just what steps will be taken to move these supplies into consuming channels, affords the local distributors an interesting phase of the market. Should lower prices develop on window glass in the effort to stimulate trade, such a step would likely conflict with current price levels adopted by Canadian manufacturers. But it is stated that any future cuts in quotations, depend almost entirely upon the degree of foreign competition, and such a factor is difficult to determine at present.

### Firmer Tone on Turpentine

**Toronto.**

Turpentine prices again register a firmer tone, and the increased quotation recorded last week is still maintained. While present prices are officially $1.00 per Imperial gallon on one barrel lots, yet some higher prices have developed in certain quarters, and the opinion has been expressed in the trade, that a further price advance is probably due. Whether this will materialize, or not, depends upon the future tone, and whether the present strong showing will be maintained for any length of time. Stocks in the southern markets are reported as showing very little surplus, and the loss of a tank steamer loaded with turpentine, while on its way across the Atlantic from Savannah to Europe, caused a considerable flurry on the markets generally. A sudden rise of 10 cents per gallon was recorded at these sources of supply, but local prices did not immediately reflect this entire increase, owing to the current demand being usually smaller at this season of the year. It is stated ,however, that future arrivals from the south are likely to be procured at the higher levels, and in this case quotations are purely nominal. Following are prevailing prices:

**TURPENTNINE**

| | |
|---|---|
| 1 barrel lots, per Imp. gal. | $1.00 |
| 2 to 4 barrel lots, per Imp. gal. | 0.99 |
| 5 gallon lots, per Imp. gal. | 1.15 |

### Quotations Still Hold on White Lead in Oil

**Toronto.**

Prices on white lead in oil remain unchanged at $14.95 per 100 lbs. in ton lots; and $15.30 per 100 lbs. in smaller quantities. With pig lead and linseed oil prices at present levels, the undertone might be stated as firm. The current demand is being well maintained for this season of the year.

### Putty Movement Quiet

**Toronto.**

A steady market continues on putty, with the demand seasonably light. This is expected, however, as the summer months usually prove a quiet period for this product and little increased activity is looked for until the fall demand commences. Following are the unchanged prices:

**PUTTY**

| | Per 100 lbs. |
|---|---|
| Standard in 100 lb. drums | $7.05 |
| do., in 25 lb. irons | 7.30 |
| do., bladders in bbls. | 8.30 |
| do., less quantities | 8.55 |
| Pure, in 100 lb. drums | 8.55 |
| do., in 25 lb. irons | 8.80 |
| do., bladders in bbls. | 9.80 |

# The Brush Department

## Pointers in Brush Selling

Big Increase In Sales of Brushes Follows Hardware Merchant's Adoption of Sectional Plan of Arranging Brush Stock—A display Board Which Will Be Very Handy In Selling Brushes.

A NUMBER of hardware merchants who have been seen recently by Hardware and Metal have expressed themselves as highly in favor of dividing up the brush stock according to the various types and grades and arranging them neatly in sections with prices marked plainly on each. This would seem to be a particularly effective way of encouraging brush sales. J. A. McCague of Alliston, Ont., finds that his business has increased by a large percentage since modern fixtures were installed which allow the stock to be shown attractively. This merchant devotes to brushes a section of the counter in the paint department and has it divided in the manner outlined. There are so many types of brushes of use in the household about which the average customer knows little, that Mr. McCague finds the best way to increase their sale is to put them out where the customers can look them over and handle them. It is only then that many of them appreciate the real value of many brushes, and with a few words of recommendation and the suggestion of various uses for the brush in the household, a sale is easily made by the merchant.

Supplementing the arrangement of the stock in this manner, brushes should also be well displayed frequently in the windows for the benefit of those who would not otherwise see them. A suggestion followed by one of the merchants recently seen is to take a sheet of wall board and describe a circle, the whole width of the sheet with the use of a pencil and two feet of string. This circle can be cut out and braced with light wood strips. Crepe paper of grass green, purple, yellow or lemon shade is suitable for covering the board. Turn the paper over the edges and secure at the back so nothing will show on the front of the board. This makes a good display board for brushes. To attach the brushes lay the wall board down on a table or the floor; use snare wire and by first making holes with a brad-awl the brushes are secured quite easily. A good suggestion is to make the brushes easily detachable so that these brushes can be sold and prevent their becoming shop worn and having to be eventually sold at a lower price. Such a display board will greatly improve the arrangement of the window and when not so used can be set up in the brush department or paint department as a handy reference of samples.

### ESTABLISHING CORRECT STATISTICS OF LIVING COSTS

With a view to ascertaining as definitely as possible what the average reduction has been in the cost of living, the Dominion Board, Retail Merchants Association of Canada, has issued questionnaires, which are being sent out to every line of retail trade in Canada, through the agency of the provincial boards. An effort is being made to secure the retail prices on all leading articles, which obtained June 1 to 15, 1920, as compared with those prevailing during the corresponding period this year.

"The reason we are doing this," said Mr. E. M. Trowern, secretary of the Board, "is because we feel that the public is entitled to the information. Labour leaders and agitators who are doing their utmost to raise the standard of wages throughout the country are laying much emphasis upon the alleged fact that while wholesale prices have undergone a favorable reduction, there has been no appreciable reduction in retail prices. A considerable number of employers who are well acquainted with the real facts have asked us to take the necessary steps to secure a record which may be submitted to the public. It is our intention, as soon as we have the figures compiled, to submit them to the provincial boards, the press and any person who may wish to have them."

Each merchant is being asked to state whether the average rentals, municipal taxes, water rates etc. in his municipality has been increased, and if so, to what extent.

*Boeckh's Brushes Are Rubber Set*

# BOECKH'S BRUSHES HOLD CUSTOMERS

These dependable brushes are strengthened by the powerful grip of well-made ferrules. The bristles cannot come out of Boeckh's Brushes. The bristles are the finest of selected boar bristles, carefully sorted and skilfully set, to make a perfect brush. Boeckh's Brushes are reliable, dependable,

## And Fully Guaranteed

There is no risk for the merchant in handling Boeckh's Brushes. He is supported by the co-operation of the whole Boeckh organization. Good, striking displays of Boeckh's Brushes, coupled with the hardware merchant's ability and salesmanship, bring good sales and profitable repeat business.

*Ask for information and literature*

**The Boeckh Company, Ltd.**

**Toronto, Canada.**

**Established 1856.**

# Paint Campaign Brings Good Results

How Hardware Merchants in Calgary Put On Successful Campaign—Can Link Up With Local Newspapers—Prizes Add Zest to Efforts At Effective Window Display—Results Spread Over Long Period After Campaign.

THE Clean Up Campaign throughout Canada, whereby a few days or week is set aside to improve the sanitary conditions and beautify property holdings is gaining ground each year, proven by the enthusiasm shown by citizens of the locality in which it is held. Towns and cities where a Campaign of this nature has been inaugurated in recent years report great benefits, and whether the Campaign originates through the proclamation of the City Fathers or through the foresight of the merchants themselves, assisted by their local papers, the result seems to be equally profitable.

Retail hardware merchants, whose lines contribute the leading necessities in a campaign of this kind, would find it interesting to note the results of these Clean Up Campaigns in various cities and towns this year. By developing a similar proposition for their own centre it would undoubtedly increase the sales of the numerous lines which they handle. Paints, Varnishes and Brushes are chief amongst these, and, with the added assistance of "Save the Surface and You Save All" propaganda which is being liberally distributed throughout Canada, has brought to the attention of the property owner its real value and vital importance in reducing the cost of repairs, not only to the outside of their buildings, but to floors, woodwork and furniture as well.

### Planning The Campaign.

When such a campaign is adopted a stimulus to business might be produced by the various merchants getting together and interesting the local papers in a movement of this nature. Added to this the donation of a prize for the best window display to the clerk who decorates would help.

The town of 2,000 population has perhaps three or four hardware stores. The local paper is used for advertising the wares of each store, reaching both town and farm trade. By interesting the local editor in the movement, he can use his influence through the editorial column, while convertion of the advertising space into an announcement of such a Campaign and the offering of a prize to the best dressed window will attract attention and cause enthusiasm to reign in the locality. The man behind the counter is acquainted with the proposition and watch him "dig." He is proud of his window dressing and anxious to have a better trim than his friend in the competitive store. He will devote time and energy to obtaining publicity in the hope of being the prize winner.

Such a Campaign was originated in Calgary this year, where merchants report bigger sales and a profitable week generally. The window dressing contest was won by the Hillhurst Hardware Company, the prize going to Stanley Ford, the man behind the counter, whose energy and interest earned for him the reward and numerous messages of congratulation and praise.

*Prize winning window in a local Paint-up, Clean-up campaign held in Calgary, Alta. The contest was won by the Hillhurst Hardware Co. the prize going to Stanley Ford. It will be noted that good use is made of limited space to drive home the preservative value of paint. The roof and upper part of a model house is prominently shown as representing a most vulnerable part if exposed through lack of paint. Wall finishes, varnishes etc. are also dealt with in the display.*

### Heavy Demand For Paris Green

MONTREAL—The present month has shown such heavy demands for Paris green, that stocks are becoming depleted in some quarters. One manufacturer stated to HARDWARE & METAL if the volume of orders they were now receiving was maintained until the end of next week, their supplies will have become exhausted. Other manufacturers say the demand is enormous, but fortunately their stocks were in good supply at the commencement of the season and there still remains sufficient unless the present demand continues to a longer period than in other years.

It was predicted at the beginning of the month that July would bring a crying demand for insecticides, Paris green in particular. Dealers had not placed their orders in advance as was the case in other years. Rush orders immediately began to come in and these are now continuing in good volume. The recent continued dry spell has also increased the necessity of destroying the pests of trees and plants.

### CHANGE IN FREIGHT CLASSIFICATION

A ruling has been added to the Canadian Freight Classification which provides that less than carload ratings shown apply only each loose piece of freight or each package weighs 20 pounds or more, also on shipments in bales, boxes or crates weighing each less than 20 pounds provided each such package measures 36 united inches or more, length, width and depth added. The less than carload ratings on loose pieces of freight or packages weighing each less than 20 pounds (except shipments in bales, boxes or crates measuring 36 united inches or more, length, width and depth added, shall be one class higher than that applicable on shipments complying with the first section of this rule. This rule was adopted because of the difficulties in handling small packages.

# There's Profit for You in Enamels

Provided you sell the kind of enamels that repeats—the kind that brings customers back for more, without any effort on your part. Sell GLIDDEN ENAMELS and you can be sure of giving that kind of satisfaction, too.

There are two kinds of Glidden Enamels — Superior White and Velvet White. Superior White is a very durable, glossy enamel and for all ordinary purposes it is the most practical enamel that can be used. For decorative work of the finer sort, Glidden Velvet White should be used. Velvet White dries to a dull velvety finish absolutely without rubbing. In four coats it does the work of seven ordinary coats.

The name Glidden on a can of Enamel is assurance of satisfaction. Send for our proposition to-day.

**THE GLIDDEN COMPANY, Limited**
**Toronto, Ontario**
***Branches at Montreal and Winnipeg***

The Trade Mark behind the "Hardware House of Quality."

DIAMOND A BRAND ASHDOWN'S GUARANTEE

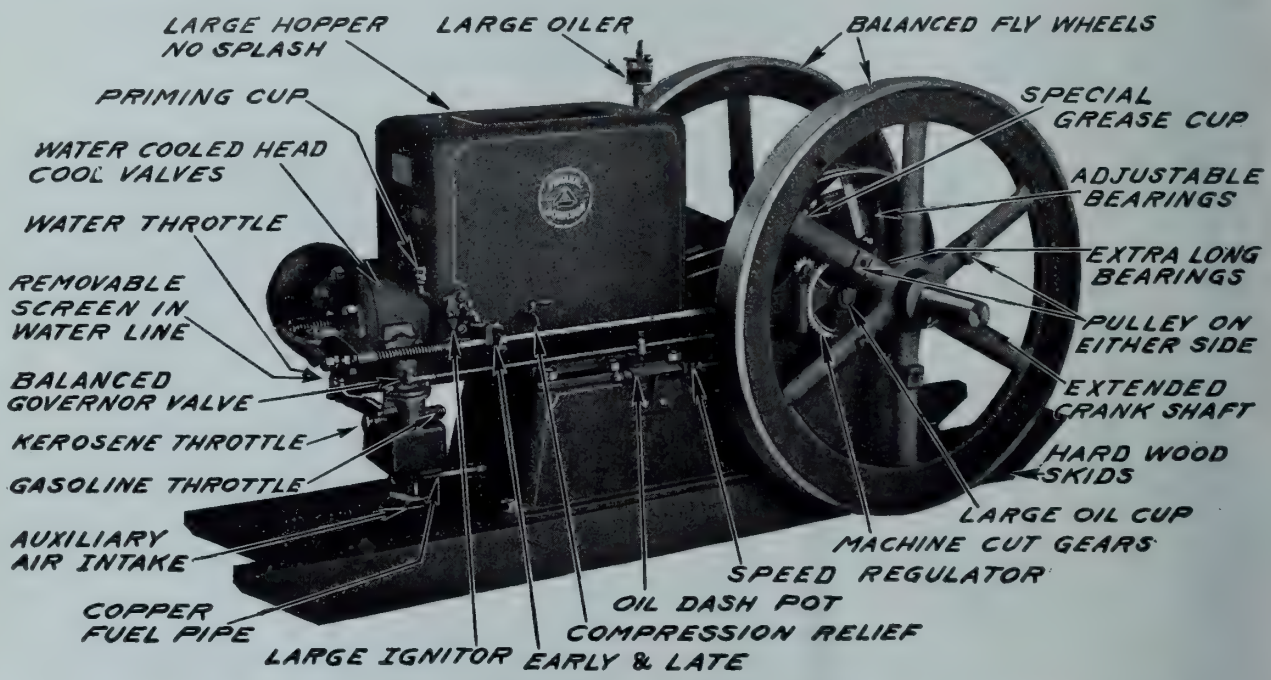
The Largest Wholesale Hardware Dealers in Canada

# FULLER & JOHNSON

## MODEL "K" THROTTLING GOVERNOR

# KEROSENE OIL ENGINES

**All sizes, 3 to 25 H.P., Stationary and Portable**




## DEPENDABLE---QUALITY CONSTRUCTION---GUARANTEED

Fuller and Johnson Model "K" Throttling Governor Kerosene Engines embody all the latest improvements and developments in internal combustion engines. They are of the horizontal, hopper cooled, throttling governor type, regularly equipped with low tension, built-in magneto, and operate on the reliable 4-cycle principle.

## NEVER MISSES AN EXPLOSION

RUNS SMOOTHLY and EVENLY under light load, full load or varying loads, with the fuel always used in proportion to the load.

MORE POWER, GALLON FOR GALLON, than you get in other engines from high-priced gasoline.

*A PLEASURE TO HEAR IT RUN*

SOLD BY

**The J. H. ASHDOWN HARDWARE COMPANY, Limited**

**CALGARY** **WINNIPEG** **SASKATOON**

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

# Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

## G. F. Stevens & Co., Limited

*Paint and Varnish Makers*

**Winnipeg** **Calgary** **Edmonton**

# Muresco

*In Whites and Tints for Decorating and Beautifying Walls and Ceilings*

## Complete Stocks---Prompt Shipments

We can ship Muresco immediately from complete stocks that we have on hand. Muresco is not the only good thing we have to offer, so we just remind you that we also make:

"Impervo" Porch and Deck, "Tile-Like," Mooramel, Auto Finish, "Impervo," Varnishes, Morelustre Enamel Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

*A Postcard Brings Full Particulars.*

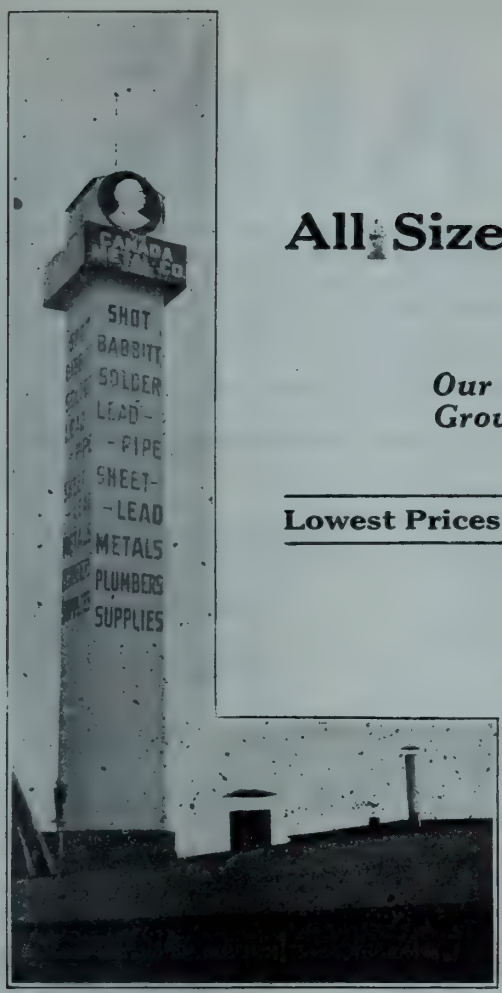
## Benjamin Moore & Co.

LIMITED

**Paints, Varnishes and Muresco**

Toronto Winnipeg

"Save the surface and you save all" *Paint & Varnish*




# SHOT

**All Sizes** **25 Lb. Bags**

**Kegs or any weight**

***Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.***

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

**Toronto — Montreal — Winnipeg — Vancouver**

# CARTER'S

## Have You Carter's In Stock?

Carter's Genuine Dry Red Lead is a big favorite with paint users everywhere.
Made from the highest grade Canadian pig lead, highly oxidized and ground very fine. It is always uniform in quality and when mixed with pure linseed oil affords lasting protection against rust or corrosion.
Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge are equally saleable.
Send for full particulars.

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**

# Fittings Limited

*Manufacturers of Malleable and Cast Iron Pipe Fittings*

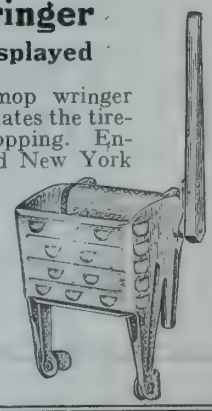
Trade Mark
Registered

## Oshawa

## The White Mop Wringer

**Sells Itself Wherever Displayed**

A practical, durable, powerfnl mop wringer that scueezes the mop dry. Eliminates the tiresome and disagreeable part of mopping. Endorsed by Good Housekeeping and New York Tribune Institutes. A welcome help to every housewife and janitor. Thousands in use; lasts for many years. Your jobber's salesman will take your order. Write for circular illustrating full line.



**White Mop Wringer Co. of Canada**

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## SITUATIONS WANTED

SITUATION WANTED — POSITION AS Hardware clerk in Saskatchewan preferred. 12 years' experience, best references. Apply 1079 3rd N.W., Moose Jaw, Sask.

SITUATIONS WANTED — FIRST CLASS Sheet Metal Worker and Tinsmith, fully capable of taking charge of shop. Good at figuring and estimating. Would like to hear of position as foreman or would rent good shop. Box 154, Hardware and Metal.

## WANTED

WANTED — HARDWARE BUSINESS IN City or good town. Send full particulars to Bax 157 Hardware and Metal

WANTED— HARDWARE BUSINESS IN Ontario, Niagara or Western. Box 148 Hardware and Metal.

## FOR SALE

FOR SALE.—HARDWARE BUSINESS IN Western Ontario City, stock seven thousand, can be reduced to suit purchaser. Box 135.

FOR SALE—NEW 8 FT. CORNICE BRAKE. Buffalo double truss. Will brake 14 gauge. For sale cheap for cash. Box 155, Hardware and Metal.

## MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

*Advertisements on this page*

*2 cents a word*

*payable in advance*

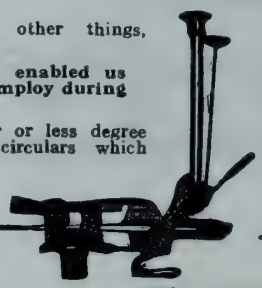
Opportunities are offered every week on this page.

Are you making use of them?

A leading merchant in a Western Ontario Town, among other things, said to one of our representives a few days ago:

**"We found that the carriers recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas season, had we been without them."**

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.



**Gipe-Hazard Store Service Co. Ltd.**

113 Sumach St.
TORONTO, ONT.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

**If interested, tear out this page and place with letters to be answered.**

# Meakins Brushes

## A Help To Paint and Varnish Departments

The uniformly dependable service given the user by Meakins Brushes proves of the greatest value to the Brush, and Paint and Varnish Departments of the well-conducted hardware store.

Appearance, general indications of being well-made, and the Meakins established name and reputation usually assist your salesmanship in closing the first sales to a customer. After that he returns to your store for Meakins Brushes because of his satisfactory, gratifying experience in using these dependable brushes. Do your best for your Brush Department.

*Write today for Catalogue:*

## MEAKINS & SONS, LIMITED

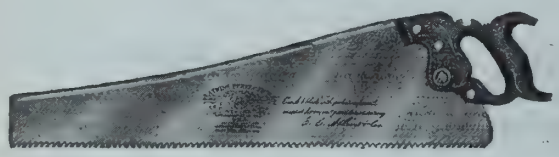
HAMILTON - - ONT.

*Warehouses.*

Winnipeg London Toronto Montreal
Vancouver Pilkington Bros., Calgary, Alta.

# ATKINS

## STERLING QUALITY SAWS



Profit by selling Atkins Sterling Quality Saws and Tools.

The two-way taper of our hand saws, the segment grinding of our cross-cut saws, coupled with the quality of our Sterling Quality Steel and our expert workmanship, make Atkins Sterling Quality Saws

*"The Finest on Earth"*

The expert mechanics to-day are demanding Atkins Saws and Tools. Can you supply them?

*Made in Canada*

**E. C. ATKINS & CO.**

**Established 1857**

**"The Sterling Quality Saw People"**

**Factory: HAMILTON, ONTARIO** **Branch: VANCOUVER, B.C.**

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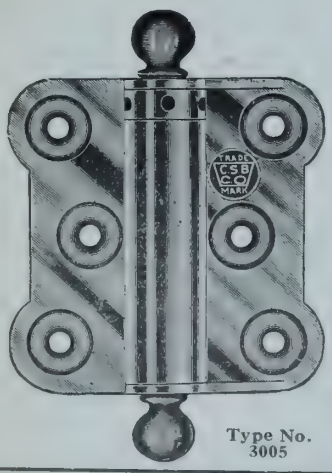


TRADE

# CHICAGO

MARK

## SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

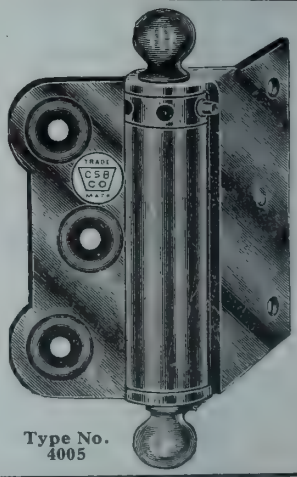
All types of Chicago Spring Hinges are made by specialists for just one purpose—to hand and swing doors correctly. Good reason for selling them. Order now.

TRADE CSB CO MARK

**Chicago Spring Butt Company,**

CHICAGO NEW YORK

**Send for Catalogue 36**



**Type No. 3005** **Type No. 4005**

---

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

**If interested, tear out this page and place with letters to be answered.**

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

## "Monarch" & "Safe-Lock" Fencing

**We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.**

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

## BATH ROOM FITTINGS

K NIAGARA

**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit. Patented by Mr. Russell Jennings in 185'
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

## Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
**CANADIAN DIE CASTING CO., LIMITED**
Drummond Building, Montreal

## DOON TWINES, LIMITED

KITCHENER, ONT.

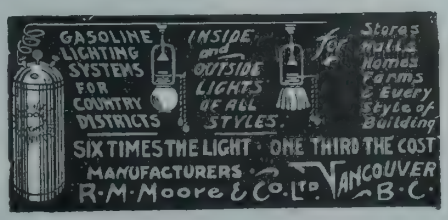
Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

**Mills at Doon and Kitchener, Ont.**

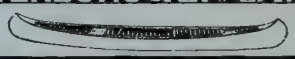
## STERLING

**Hack Saw Blades and Machines**
*Manufactured by*
**Diamond Saw & Stamping Works**
BUFFALO, N.Y.

Advertising in Hardware & Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.




## PETERBOROUGH CANOES



High Grade Canvas Covered and Wooden Canoes, Row Boats, etc. Paddles and Oars.

Peterborough Canoe Company Limited
285 Water Street Peterborough, Canada.

## POULTRY LEG BANDS, EAR TAGS AND BUTTONS

FOR STOCK

| Retail Prices | |
|---|---|
| Single Spiral Colored Bands | $1.00 for 100 |
| Ribbon Bands Colored | $1.65 for 100 |
| Challenge Adjustable Bands | .50 for 100 |

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

**RIDEAU SPECIALTY CO.**
MANUFACTURERS, OTTAWA, ONT.

## SANDVIKS SAWS

**Look for the Trade Mark**

The genuine Sandviks saws (Fish & Hook Brand) are made in Sweden and the manufacturers' Trade Mark is stamped on every saw. Do not buy any substitute offered as Sandviks saws without the manufacturers' Trade Mark.

The genuine Sandviks saws are distributed by

**Scandinavian-Western Importing Co., Limited**
116 Broad Street New York

## Cameron Metal Drawers

**LONGER WEAR, BETTER SERVICE**

*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*

**Cameron & Co.**
74 Logan Ave. Toronto, Ont.

When Writing to Advertisers Kindly Mention This Paper

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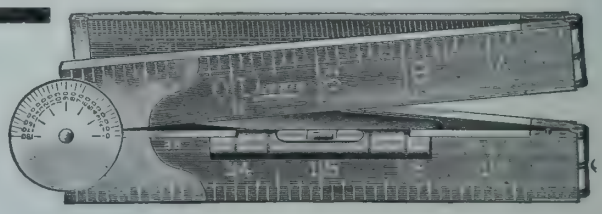
# LUFKIN RULES

STEEL



SPRING JOINT

BOXWOOD

## Meet ALL the Requirements of the Mechanic

Embracing, in addition to the old and sturdy qualities,
Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use and Saving of Time
APPEAL TO MECHANICS ON SIGHT
MADE IN CANADA

Ask your Jobber

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.


If interested, tear out this page and place with letters to be answered.

# "Gutta Percha"
# Auto Accessories

Such as

Radiator Hose, Running Board Mats, Reliners, Blow-Out Patches, Cementless Patches, Rubber-Headed Mallets, Vulca Patches, etc.

***They have a quality that makes them good sellers. Hardware men should carry them.***

## Gutta Percha & Rubber, Limited

Head Office and Factory, Toronto

Branches in all Leading Cities of Canada

# The Survival of the Fittest

TWO HUNDRED years ago in England, Brandram discovered a process for corroding White Lead. It was found that this new method was capable of merging the material into a pigment of previously unknown smoothness. He marketed his invention with considerable success—so much so that it became the standard base for paint of every description, and it was used for interiors, exteriors, coaches, ships and every other surface which was subject to Wear and Tear. So, when later the early English Colonists came out to Canada.

## Brandram's Genuine B.B. WHITE LEAD

came with them, and Canadians to-day are still using it in preference to any other make.

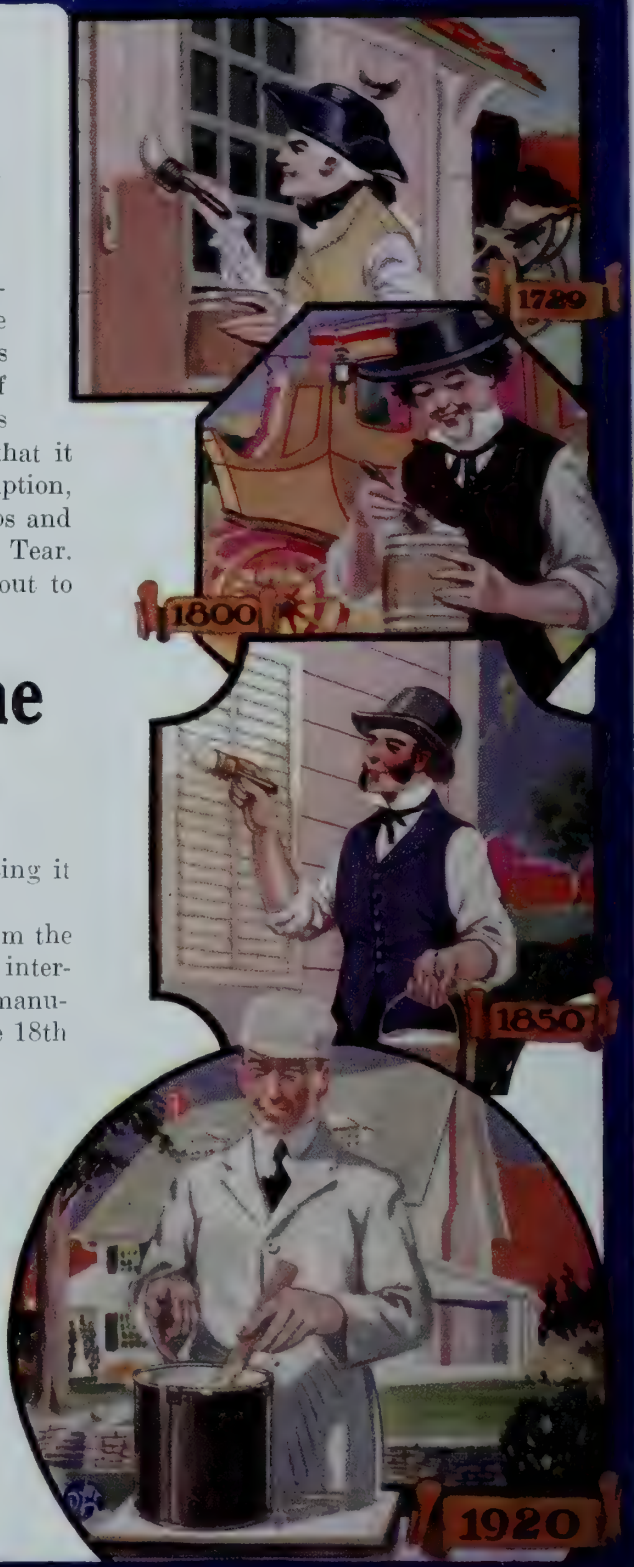
Many years ago we obtained this secret formula from the descendants of the original Brandram, and it is an interesting fact that even now, in 1921, the process of manufacture is identically the same as the original in the 18th Century.

Brandram's Genuine B.B. White Lead, boasting so ancient a pedigree, has covering capacity and durability that are unrivalled the world over.

In spite of all the modern inventions, it is still the finest obtainable and is the White Lead basis of our famous B-H "English" Paint, and similar products.

**Write for full particulars of our Agency Proposition.**

"Save the surface and you save all" *Paint & Varnish*




**BRANDRAM-HENDERSON LIMITED**

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Published Every Saturday Since 1888

# Hardware and Metal

Vol. XXXIII. No. 31. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: WOODSTOCK, CANADA JULY 30, 1921

CITY HARDWARE & METAL


## Easy Moving Stocks

YOU don't tie up your capital in sluggish stock when you lay in our files.

Their well-known names sell them on sight, for they are the standard files.

And our large reserves enable you to restock quickly from your jobber.

**Specify one of these brands when ordering:**

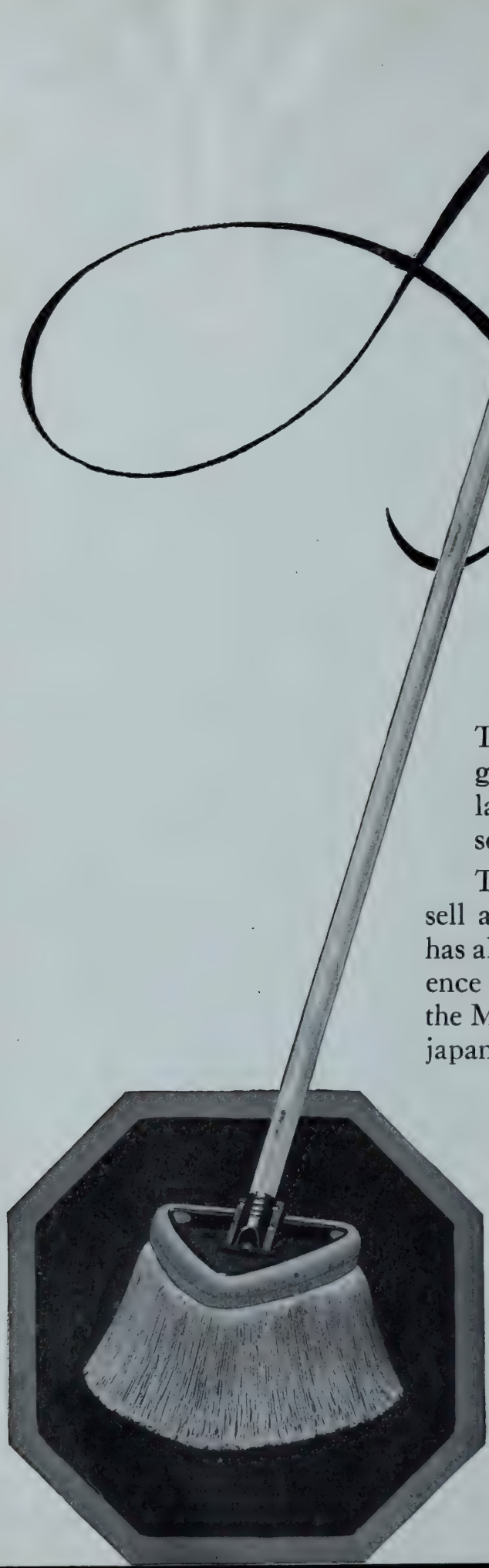
KEARNEY & FOOT - GREAT WESTERN - AMERICAN - - ARCADE - - GLOBE

*FILES AND RASPS*

Made in Canada by:

Nicholson File Company

PORT HOPE—ONTARIO



# Announcing No. 15

## O-Cedar Polish Mop

## To Sell at, Complete, $1.25

To meet the demand—which we believe exists generally—for a Mop as good in every particular as the regular O-Cedar Polish Mop, but somewhat lower in price.

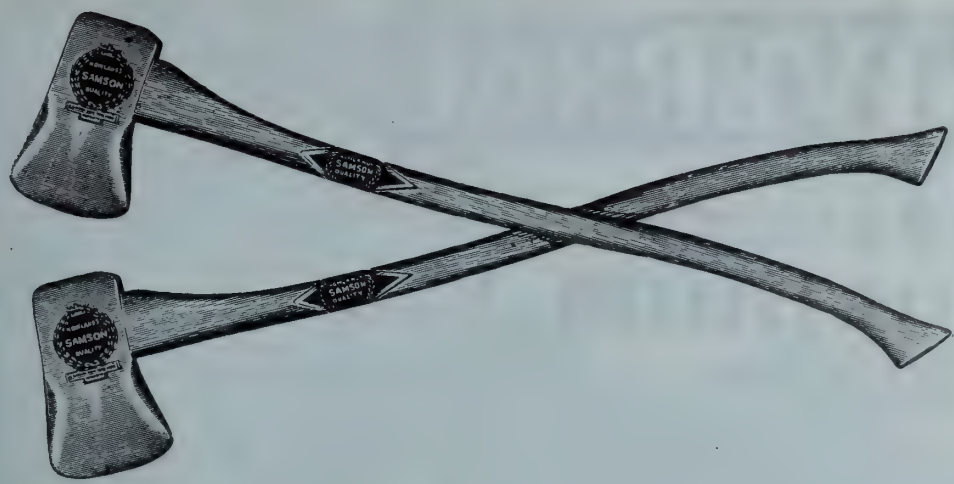
To place in your store a "Polish" Mop you can sell at $1.25—explaining to your customers that it has all the quality of the larger one—the only difference being that it is 1 1-2 inch smaller diameter than the Mop you sell at $2.00; and the steel centre is not japanned. Price includes handle.

To enable you to say "Here's the best Mop value ever offered in Canada—treated with O-Cedar Polish, just like the large Mop that has proved so great a success as a floor polisher."

***We are now ready to ship this new Mop---order through your jobber.***

## CHANNELL LIMITED

**Toronto**




# SAMSON AXES

The Most Satisfactory Axes
for You to Sell and for your
Customers to Use. : : :

## Fully Guaranteed

HOWLAND'S SAMSON QUALITY H. S. HOWLAND SONS & CO. TORONTO

# H. S. Howland, Sons & Co.

LIMITED TORONTO

HOWLAND'S SAMSON QUALITY H. S. HOWLAND SONS & CO. TORONTO

If interested, tear out this page and place with letters to be answered.

# UNIVERSAL

## Seamless Aluminum Ware

THOSE who buy and go away will buy again some other day. Nobody knows this better and more profitably than the dealer who sells "Universal" Aluminum Ware. Customers return, but the goods do not. Satisfaction is delivered by every piece of "Universal" Aluminum that goes into the home. Quality only is built into this ware —Quality only comes out in wear.

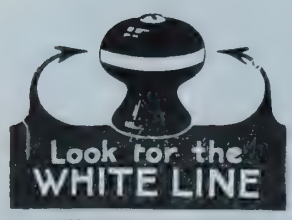
"Universal" quality begins by using 99% pure, heavy gauge, sheet aluminum formed into absolutely seamless pieces. Strength and purity of aluminum, original and attractive designs, smoothness and brilliancy of finish—these are things that make "Universal" quality mean something—and prove everything.

Write for reduced prices that mean increased sales.

*Seamless bodies with uniform thickness of metal.*
*Extra large, tightly rolled beads.*
*Handles of saucepans firmly braced by inner bracket*
*Bails stand at any angle—cannot touch heated kettle.*
*High-swelling, non-bending covers with turned-up beads.*
*Thick aluminum spouts securely welded to bodies.*

**WRITE FOR REDUCED PRICES THAT MEAN INCREASED SALES**

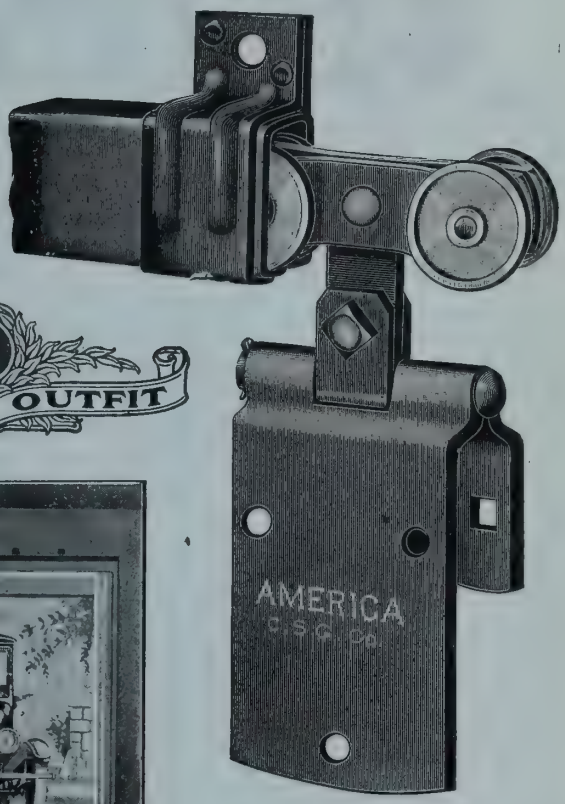
**LANDERS, FRARY & CLARK**
**New Britain, Conn.**




on Knobs and Handles the Mark of Genuine Universal Aluminum

"Butterfly" Pattern No. 1431

"Clover Leaf" Pattern No. 1490




THE HATCH GARAGE DOOR OUTFIT

# Things That Sell Every Day

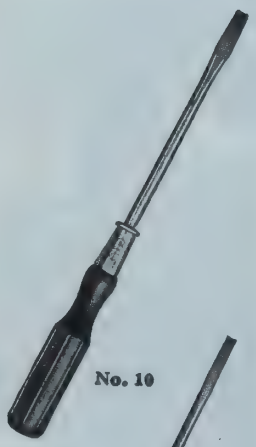
These few articles, selected at random from the extensive lines of the Canada Steel Goods Company, Limited, are merely suggestions of "things you sell every day."

This is a line of dependable, reliable articles that brings steady and worth-while returns to the merchant. We suggest that you send for Catalogue "D"; examine it well, and then sort up your lines of Builders' Wrought and Garage Hardware.

## Canada Steel Goods Co., Limited

**Hamilton - - - Canada**

# PEXTO GUARANTEED SCREW DRIVERS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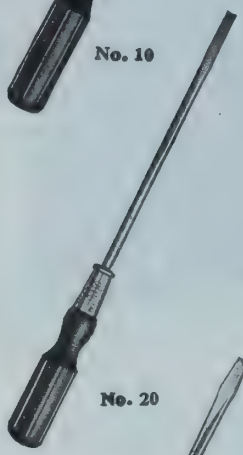
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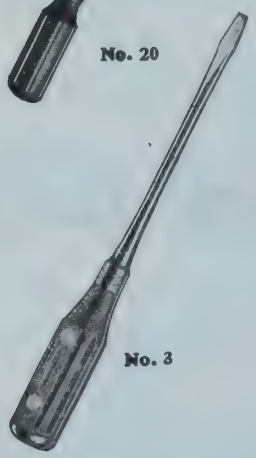

No. 3

## The Screw Driver Line

IT doesn't take many styles of screw drivers to make a complete line, but the six styles in the PEXTO line are all worthy of the PEXTO Trade Mark.

The Nos. 10 and 20 Solshank are worthy of especial note. They are unusually strong and durable, the blade, shank and head being forged from one piece of steel.

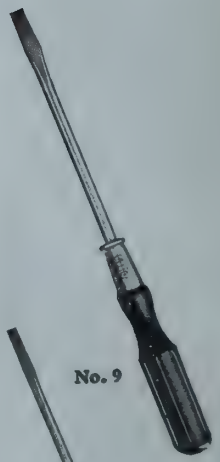
The No. 1 is a rugged screw driver for mechanics, the square shank permits the use of a wrench, where exceptional power is needed.

The No. 3 Solbar is much like the No. 1 except that it has the usual round shank.

The Nos. 9 and 19 are well made drivers for carpenters and cabinet makers.

There is mighty little salesmanship needed to sell Pexto Solbar screw drivers if you use one of our display stands.

Ask your jobber or let us tell you about these displays.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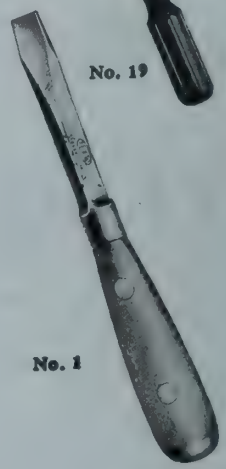

No. 1

PEXTO

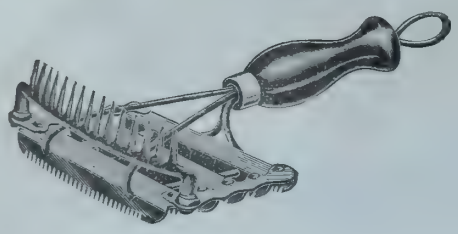
WORTH WHILE TOOLS

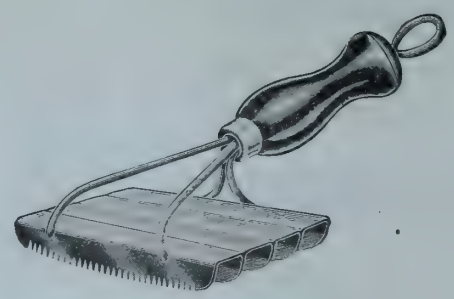
# THE PECK, STOW & WILCOX CO.

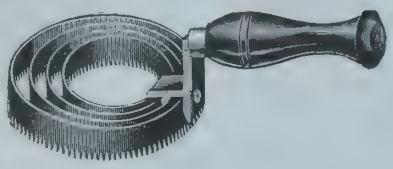
## Southington, Connecticut, U.S.A.

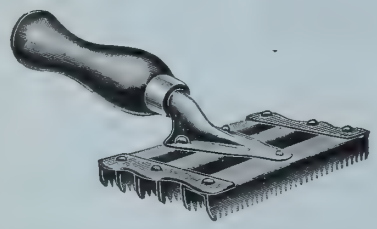
If interested, tear out this page and place with letters to be answered.

Representatives: N. J. DINNEN, Winnipeg, Man.; T. MORTIMER & CO., Toronto; A. T. CHAMBERS, Vancouver, B.C.; H. E. O. BULL, Montreal, Quebec.









# *The* "Perfect" Curry Combs

We make twelve varieties of Curry Combs, four of which are here illustrated. They're all made of No. 1 Grade Curry Comb steel which is a special stamping steel made for this purpose.

All wired combs are made with coppered steel wire which is rust-proof and durable. The wire extends right through the handle and forms an eye at the end making a very rigid and permanent construction.

The mane comb attachment which is on some styles is made of annealed malleable iron. This is indestructible. Combs are all finished with black Japanned handles and varnished.

The teeth are even and regular and are so made as to prevent tearing the hide.

We make two styles of cattle combs.

Curry combs are packed one dozen to the card board box in 12 dozen cartons.

FOR EXPORT

Cartons are specially packed in strong wooden boxes for export.

*For Domestic and Export Trade.*

**Manufactured by**

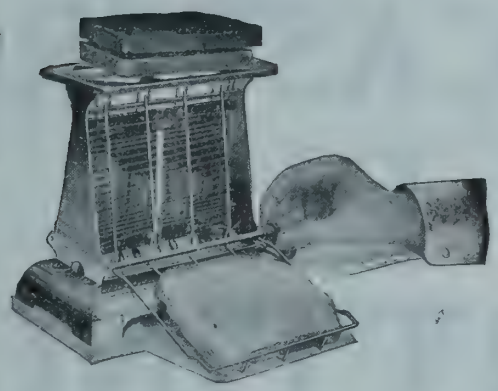
## The Burrow, Stewart & Milne Co.

**Limited** **HAMILTON, CANADA**

**Branches: Toronto, Winnipeg, Montreal**

# Westinghouse

## Turnover Toaster

*A Practical*  *Toaster*

The swinging racks on either side of the toaster take care of two slices of bread. The slices are turned by a simple twist of the insulated knobs.

There is absolutely no danger of burning the fingers, and there is no occasion to touch the bread from the moment it is put on the racks, until it is taken off, toasted.

The flat surface on top of the toaster is convenient for keeping the toast hot, or to heat plates.

The Westinghouse Turnover Toaster is attractive in appearance and a ready seller.

**Canadian Westinghouse Company, Limited, Hamilton, Ontario**

TORONTO, Bank of Hamilton Bldg. MONTREAL, 285 Beaver Hall Hill OTTAWA, Ahearn & Soper, Ltd.
HALIFAX, 105 Hollis Street FT. WILLIAM, Cuthbertson Block WINNIPEG, 158 Portage Avenue E.
CALGARY, Canada Life Bldg. VANCOUVER, Bank of Ottawa Bldg. EDMONTON, 211 McLeod Bldg.

**Repair Shops:**

MONTREAL, 10 Sophie Lane VANCOUVER, 1090 Mainland St. TORONTO, 366 Adelaide W.
WINNIPEG, 158 Portage Ave. E. CALGARY, 316 3rd Ave. E.

**If interested, tear out this page and keep with letters to be answered.**

MADE
IN CANADA

# MALLEABLE AND CAST IRON PIPE FITTINGS

Annual Capacity
6000 Tons

Quality Products

Prompt Service

## ANNOUNCEMENT

We are now in a position to supply Malleable and Cast Iron Pipe Fittings with English Standard Thread, as well as the American Standard Thread, and shall be pleased to receive enquiries covering export as well as domestic business.

The goods manufactured for export will be of the same uniform high grade, as those which we have been and are still supplying to the domestic trade.

We make a full line of Malleable and Cast Iron threaded fittings from ⅛ inch up, and a complete line of flanged fittings, both standard and extra heavy. All fittings can be supplied either black or galvanized as desired.

**International Malleable Iron Company, Limited**
GUELPH, ONTARIO

Halifax, N.S.—GEO. D. HATFIELD, Bedford Chambers.
St. John, N.B.—H. G. ROGERS, 147 Prince William St.
Winnipeg, Man.—HARRY F. MOULDEN & SON, Confederation Life Building.
Vancouver, B.C.—AMES BROS., Welton Block, 325 Howe St.
Montreal and Toronto, and Direct Export Business—From Head Office, Guelph, Ont.

# TIGER BRAND

# WHITE LEAD

## Bears the Government Seal of

# PURITY

**Has been the first choice of Canadian Painters for over Fifty Years**

**CHEMICALLY Pure, ground in refined linseed oil, it neither peels nor cracks. Packed in 12 1-2 lb., 25 lb., 50 lb. and 100 lb. irons, or in 500 lb. wood kegs.**

S.C.C.

**"STELCO" PUTTY**

Made by our own special process of grinding kiln-dried whiting with selected oils.

M.R.M. CO.

**"M. R. M." SHOT**

Standard Drop Shot in twenty-four sizes. Double-Chilled Shoe in twelve sizes.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

CANADA
FOUNDRIES & FORGINGS
LIMITED

# A MATTER OF MOWMENT

BROCKVILLE K BROCKVILLE C
BROCKVILLE BLUEBIRD

## THE MOWERS THE NEIGHBORS WANT TO BORROW

## Now Quoting Export Prices

## Season 1922

## JAMES SMART PLANT
BROCKVILLE, CANADA

CANADA
FOUNDRIES & FORGINGS
LIMITED

THE BEAVER AXE

THOUSAND ISLAND HAMMERS

Remembered by their
Unfailing Quality

JAMES SMART PLANT
Brockville, Canada

# PILKINGTON
## BROTHERS ~ LIMITED

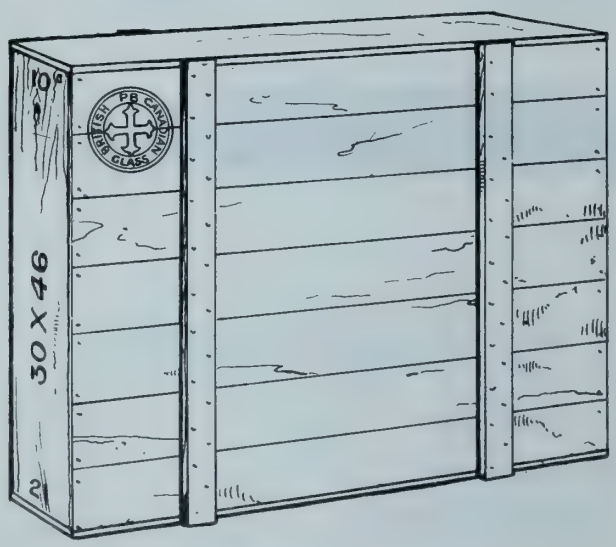
MANUFACTURERS OF ALL KINDS OF

# GLASS

## FOR BUILDING PURPOSES

## Canadian Window Glass

This Trade-Mark is known wherever glass is used. See that it is on every box of glass you buy, and assure yourself of obtaining a high grade standard article.




We also manufacture British Polished Plate Glass; Mirrors (Bevelled and Plain); Polished Wired Glass; Ribbed and Rough Cast; Ribbed and Rough Cast Wired; Prismatic glass —for diverting light into dark interiors; Chipped Muffled, Fluted and Enamelled glass; Figured Rolled and Rolled Cathedral glass.

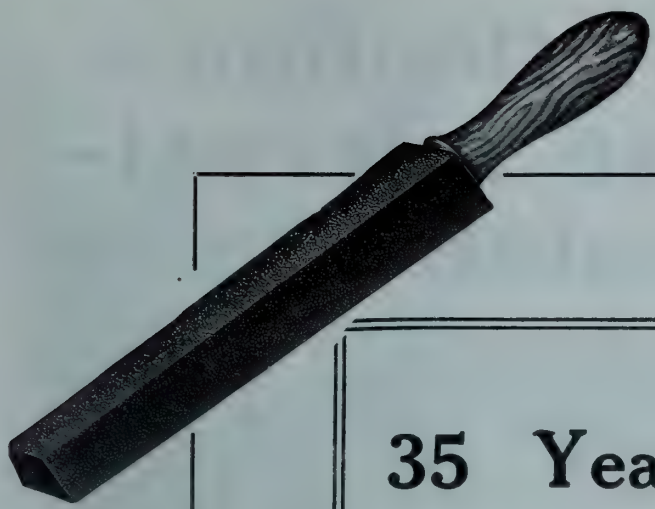
Kawneer metal store front construction and Pilkington plate glass make an ideal combination

**Prices and full information regarding any of our products will be sent on request.**

FACTORIES: THOROLD, ONT. ST. HELENS, ENG.

DEPOTS

HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER



# 35 Years' Experience Go Into The Making of HART MOWER FILES

The valuable steps in the progress of science, and improved manufacturing methods, have all been taken advantage of to better Hart Mower Files, whenever it has been possible to improve them.

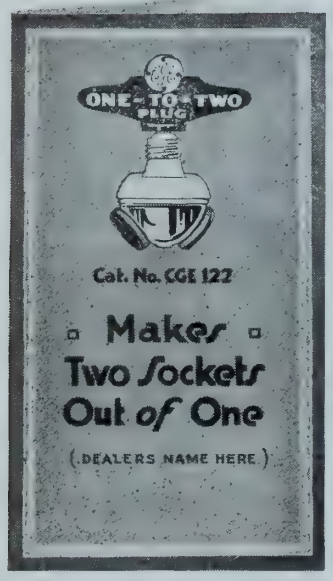
For 35 years Hart Mower Files have been put to every possible use and test. This experience, also, has been applied to make Hart Mower Files the best of their kind.

## Canadian Hart Products Limited

**Hamilton, Canada**

*Made in Canada*

# Attract Attention—Arouse Interest—Stimulate Desire




## The Three Functions of a Good Display

The C.G.E. One-To-Two Plug, conforming to the C.G.E. merchandising policy of packing wiring devices in individual and artistically labelled cartons, is meeting with an enthusiastic reception everywhere.

C.G.E. Wiring Devices, with their distinctive orange and blue labels, practically sell themselves. For example, by dressing your window with One-To-Two Plugs, you cannot help but develop an excellent display which will have its effect on your cash register. The striking design of the cartons showing the adaption of the plug to one or more of its many uses and the message that it makes "Two Plugs out of One" will attract attention—rouse interest and stimulate desire.

A supply of imprinted folders will be forwarded upon request.

# Canadian General Electric Co., Limited

**Head Office - TORONTO**

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver, and Victoria.

**If interested, tear out this page and place with letters to be answered.**

# You Can Make 40% Profit

THE secret of successful merchandising is quick turn-over. To keep our factory working up to top notch, and to boost "Made in Canada" electrical goods, we are inaugurating a merchandising campaign, featuring our celebrated Sovereign Electric Iron. It's going to be a winner. Thousands of women will be attracted to the electrical stores, who are displaying the

# Sovereign Electric Iron

in their windows.

The margin of profit on the Sovereign Iron is particularly generous. The new list price of $6.00, and the special discounts, enable you to make 40 per cent. profit on this appliance.

Specially prepared advertising matter, suitable for your use, with your name and address printed, free of charge, is available. Sales letters printed on attractive dealer letterheads, ready-prepared newspaper advertisements, window cards, folders, etc., are yours for the asking.

*Boost "Made in Canada" electrical goods*

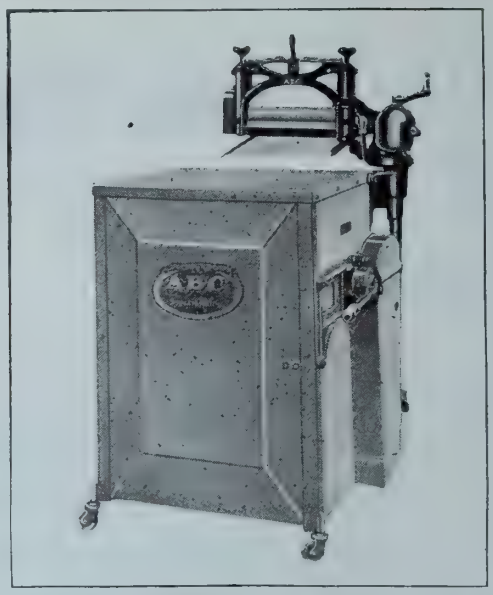
## Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.

If interested, tear out this page and place with letters to be answered.

*The New Improved*
*1922 Model A B C*




*65E—Galvanized Tub*
*66E—Heavy Copper Tub*

# The Nearest to a "Service Proof Washer"

Twenty-four vital improvements, each the result of the years that A B C's have been in the hands of users, virtually eliminate all service on this new model. A B C **Electric Laundress.**

Here is a washer which will greatly increase your net profit per sale, as well as thoroughly satisfy each purchaser, by the freedom from service calls that it makes possible.

Among its new perfections are a handsome aluminum all-metal wringer with two-spring tension and the surest safety release ever devised, an improved perfectly aligned wringer control assembly that is without equal, a positive wringer locking device that locks automatically in twenty different positions—unparalleled for safety, machine-cut gears throughout, an improved one-piece threaded drain spout, a sediment drain groove in tub, nutmeg push button switch, oversize pressed steel castors, one-piece non-warping snug-fitting lid, nickel-plated handles, a "cord tire" belt, malleable crank and oil grooves in main gear case bearings.

Full details concerning these and the other betterments are contained in a special folder which will be mailed on request.

Choice of galvanized or heavy copper tubs, maple or zinc cylinders, also is afforded.

In addition to this de luxe model, the widely-advertised A B C line includes open cabinet models, dolly-type washers and electric ironers, at a price range which covers every need.

A B C dealers receive a most comprehensive local merchandising service which is a great aid to sales.

Write today for our liberal proposition.

# A B C *Electric Laundress*

## ALTORFER BROS. COMPANY

**Pioneer and leading makers of Washers and Ironers**

**PEORIA, ILLINOIS, U.S.A.**

C. D. Henderson, Canadian Representative, Box No. 123, Brantford, Ontario

WHOLESALE DISTRIBUTORS

Maritime Provinces:
Blackadar & Stevens,
Roy Building,
Halifax, N. S.

Quebec:
Dawson & Co. Ltd.,
148 McGill St.,
Montreal.

Ontario:
Masco Co. Ltd.,
77 Richmond St., Toronto

Saskatchewan:
Sun Electrical Supply Ltd.,
Regina.

Alberta:
Cunningham Electric Co., Ltd.
Calgary.

British Columbia:
Rankin & Cherrell,
Vancouver.

If interested, tear out this page and place with letters to be answered.

# Universal Surface Gauge

The mechanic finds many uses for this practical tool from set-up work on the heavy planer to the light, delicate work of the tool-room.

When accurate holes for drilling are required they must be laid out with the greatest care, each line must be clean and sharp. The surface gauge is the tool usually employed.

It is a quick seller and a good buy both for the dealer and the machinist.

B·S
TRADE MARK

**Send for Catalog 28**

**Brown & Sharpe Mfg. Co.**
**Providence, R. I.**

# BROWN & SHARPE
## MACHINISTS' TOOLS

# GOODELL-PRATT
## 1500 GOOD TOOLS

# A New Hand Drill

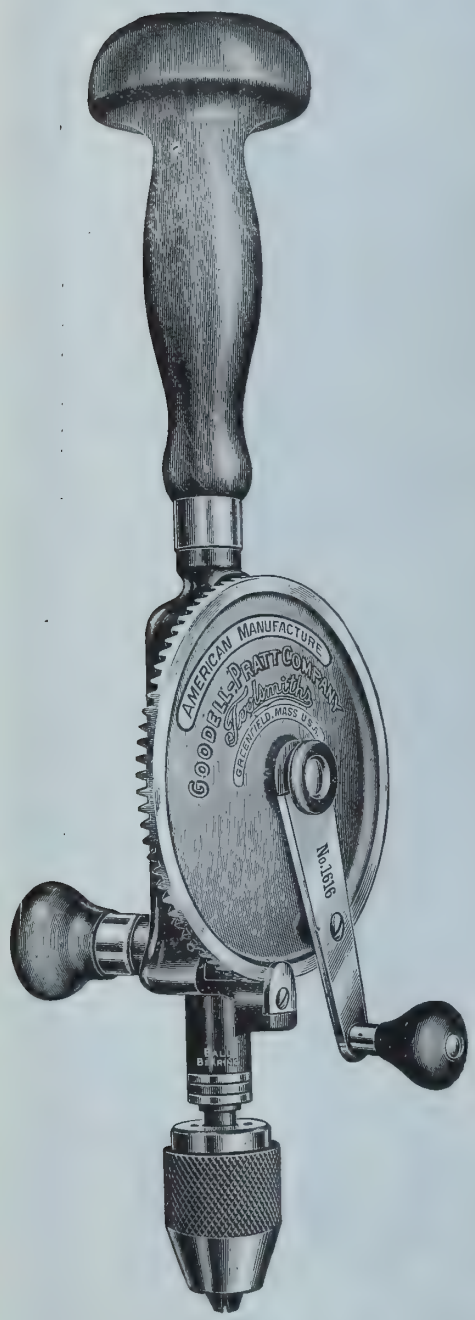
## *That's Going to be a Big Seller*

THIS new Goodell-Pratt Hand Drill is altogether different in design and construction from any other similar tool and has features that will be appreciated by particular mechanics.

The smooth, clean-cut appearance and freedom from unnecessary attachments will do much to increase its popularity.

## *Some of its Features*

The frame is aluminum, which gives as great strength as iron but is much lighter in weight. All gear teeth are machine cut and the pinion is steel. The steel spindle runs in ball thrust bearings, which reduce friction. Chuck capacity ⅜ of an inch.




No. 1616

**The low price of this high-grade drill insures its immediate success.**

## Hand Drill
## No. 5½

Malleable Frame, Cut Gears, Two Speeds, one of 21 Sizes and Styles

**GOODELL-PRATT COMPANY** *Toolsmiths* **Greenfield, Mass., U.S.A.**

**If interested, tear out this page and place with letters to be answered.**

# THE NEW IDEA PIPELESS FURNACE

There are many people in your town who would instal a "New Idea Pipeless Furnace" in their home if you pointed out its many advantages. The New Idea Pipeless Furnace, as the name implies, has no pipes, no bulky cold air returns. Floors and walls need not be torn up, and no cellar is too small to accommodate it. Made in three sizes, 518C, 520C, 524C, and designed to suit all heating requirements.

The New Idea Pipeless Furnace is not only suitable for the home, but is the cleanest, cheapest and most efficient way to heat the average store, church, school house, or town hall.

Write us for Pamphlet which fully describes and illustrates this wonderful heating plant.

We also manufacture the famous New Idea Pipe Furnace, Souvenir Stoves and Ranges, and a complete line of builders' hardware.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
**GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.**
VANCOUVER WINNIPEG MONTREAL

**"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"**

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal. Vancouver: 1073 Hamilton St., Vancouver, B.C. Winnipeg: 134½ Higgins Ave., Winnipeg, Man.

# Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

**James Morrison Brass Mfg. Company**
LIMITED
93-97 Adelaide Street West TORONTO, ONT.

MADE IN CANADA

MADE IN CANADA

WILLIAMS' SUPERIOR Drop-Forged WRENCHES

J. H. WILLIAMS & CO., Limited

*"The Wrench People"*

Formerly Canadian Division of The Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

# PRESERVING KETTLES

These Kettles can be supplied in our new

## "MARATHON" WARE

—the latest product of our Enamelled Ware Factory.

Upon the body of heavy blued steel is applied outside two dried coats of enamel. This is oven baked, splashed brown and baked again.—inside is pure white, two coats.

This process also effectively covers all joints and seams and permanently prevents corrosion.

"Marathon" Ware is typically Davidson quality.

Prices and particulars on request.

*The Thos. Davidson Mfg. Co. Limited*

Head Office: Montreal. Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

# DAVIDSON

# BRIDGEPORT

*A Popular Line of Tools that Sell Themselves with Profitable Results.*

*Send for Complete Catalogue.*

*Nearly All Canadian Jobbers Sell the Famous Bridgeport Line.*

**The Bridgeport Hardware Mfg. Corporation**

**Bridgeport, Conn., U.S.A.**

***Canadian Sales Representative:*** **W. J. Latimer**
**122 Hilton Ave., Toronto**

# Folks Often Say —

"You never know people until you live with them." And it's so with tools. "For more than forty years we old-timers have been 'living with' Starrett Tools.

"We know them—know that underneath the polish there's quality through and through.

"We've learned to know their dependable accuracy, and taught the youngsters to appreciate it, too.

"When you hand out a Starrett Tool over your counter, we know that tool is going to work just as good on the job as it looks in the showcase.

"That's why we say—'Starrett."

Write for the Booklet—"Tools Mechanics Buy."

The
**L. S. Starrett Company**
The World's greatest Toolmakers
Manufacturers of Hack Saws
Unexcelled
ATHOL - MASS.

**Sell Starrett Tools**

The "NATIONAL" Line
OF
GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

**THE NATIONAL FARMING MACHINERY Limited**
**Montmagny, Quebec**

# "YANKEE" TOOLS

## PUSH DRILL No. 44

*Saves Time at Every Turn*

**Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.**

**A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.**

*Your Jobber Can Supply*

**NORTH BROS. MFG. CO.**
PHILADELPHIA, PA.

*The last word in*

# GARAGE DOOR HOLDERS

## No. 1773-*Cushion Type*

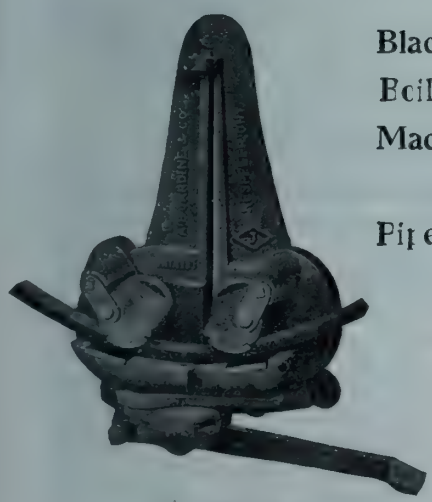
A very heavy spring (covered by a cylinder protecting it from the weather) acts as a cushion, relieving any strain on the doors or extreme pull on the screws in the hinges.

Recommend No. 1773 wherever the best type of Garage Door Holder is wanted.

*A folder W63 illustrating No. 1763—also No. 1774—Stanley Garage Door Holder is ready for your imprint, How many can you use?*

Canadian Representative, A. MacFarlane & Co. Cornistine Building, Montreal

# GOOD TOOLS



Tire Upsetter

Blacksmiths'
Boiler Makers'
Machinists'
and
Pipe Fitters'
Tools

*Write for Catalogues*

## A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

# Bale Ties

NAILS WIRE

## Laidlaw

**In World-Wide Use**

SINGLE LOOP

CROSS HEAD

## The Laidlaw Bale-Tie Co.

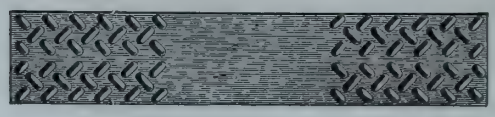
Limited

Hamilton - - Canada

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

# Premax Stronger Wall Ties



Premax Galvanized Wall Ties may be had in three sizes. All are well-designed, heavily plated to prevent corrosion and amply strong for the most severe demands.

Ask for our new prices on Premax Builders Hardware—Wall Ties, Veneer Ties, Brick Bonds, Wall Plugs and Sash Chain

"20 Successful Years Old"

**NIAGARA METAL STAMPING CORPORATION**
**Division M** **Niagara Falls, N. Y.**

Western Canadian Sales Agent
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.

# Dependable Jobbers

Must be qualified with the experience, the capital, the storage space, and the judgment to select, and hold in stock, the most reliable and saleable goods for their customers. They must have facilities to fill, and ship promptly, the orders received from retail merchants. Most important of all, they must fully realize how much the wholesaler's success depends on the success of the retail merchant, and co-operate with him accordingly.

We have all these qualifications and facilities. May we serve you?

**Thos. Birkett & Son Co.,**
LIMITED
*Shelf and Heavy Wholesale Hardware*
Ottawa, Canada

# "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

***Manufactured in Canada***

# Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

*Canadian Agent:*

**F. W. Lamplough & Co.** *46 ALEXANDER ST., MONTREAL*

If interested, tear out this page and place with letters to be answered.

## Another Splendid Addition to the Popular Maxwell Line

THIS new Maxwell product is equipped with a lever fitted with a wooden handle and a convenient foot stirrup to permit of the operation of the machine while seated.

*Maxwell*

# VACUUM WASHER

is a machine that every woman wants the moment she sees it. It is particularly attractive in design and finish, while mechanically, it is correct in every working principle. The most economical and efficient washer for the price anywhere. We place it upon the market with the utmost confidence that it will do everything that is claimed for it.

**Write for Descriptive Folder and Prices**

**Maxwells Limited**
St. Marys, Ontario

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

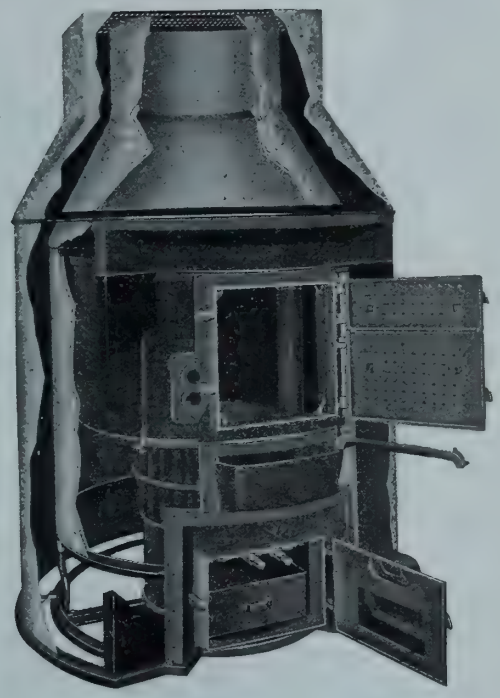
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

**The Parmenter & Bulloch Co., Ltd.**
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

# PIPE and PIPELESS FURNACES



The insistent demand by the consumer for the PIPELESS FURNACE and the undeniable fact that in certain types of houses and when correctly installed it has given remarkable results, opens up a rich field of possibilities for the ready acceptance of the "Happy Thought Pipeless Furnace." Linked together with the "Happy Thought" Ranges, its name carries with it the positive guarantee of complete satisfaction. It produces a favorable impression, carries conviction and sells easier. Its standard construction of sturdy materials give assurance of life-time service.

The wonderful record of service given by our regular type of Furnace completes a line of Warm Air Furnaces that creates and stimulates business for the progressive dealer. These Furnaces include the Reliance, Garnet and Leader.

We also have the powerful Leader Combination warm air and hot water Furnace—a heating plant for special heating requirements.

Our new Bungalow Furnace is now being offered. Your knowledge of modern requirements will satisfy you that this Furnace will fill a real need. Of medium size and somewhat lighter build, it is specially adaptable for the Bungalow or Cottage.

On a moderate outlay a thoroughly up-to-date heating plant can be installed.

We are prepared to furnish you with specified data on any of these lines. Write us.

**The Happy Thought Foundry Co. Limited**
**Brantford - Canada**

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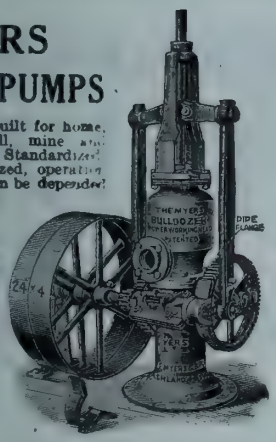

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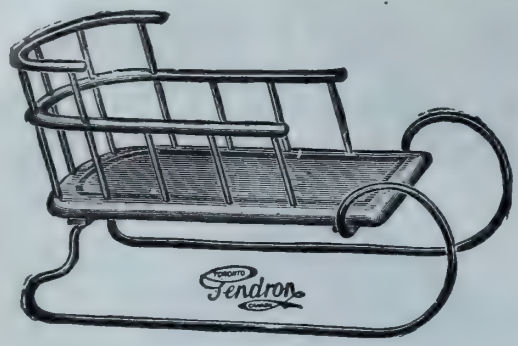


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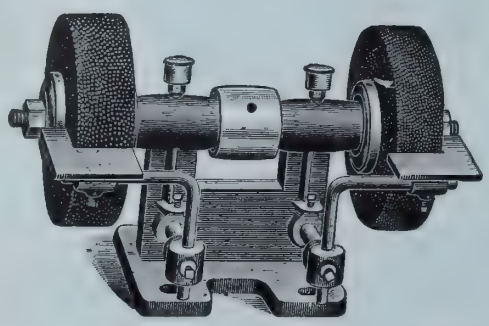

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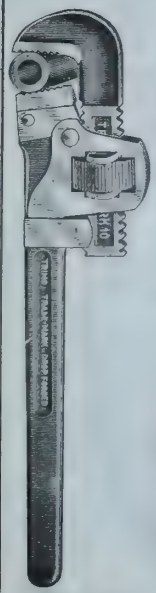

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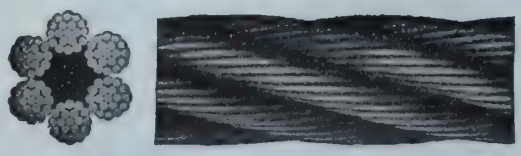

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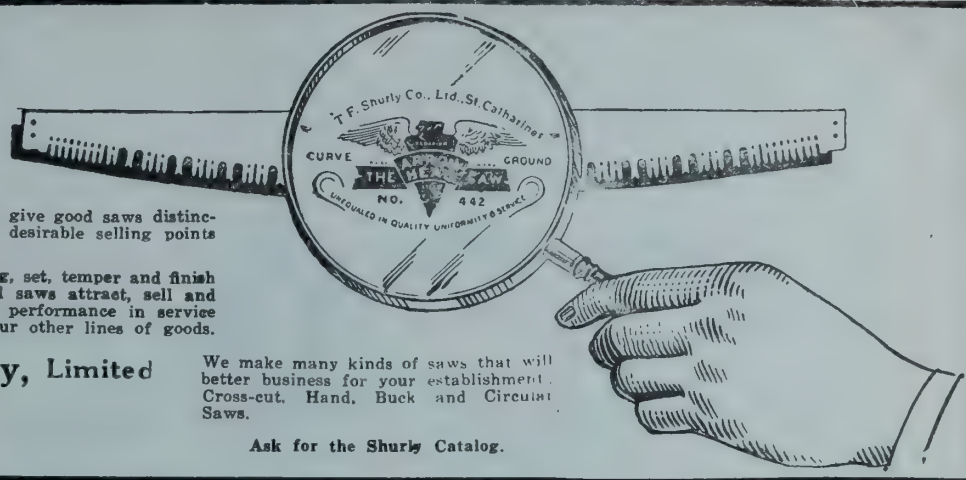


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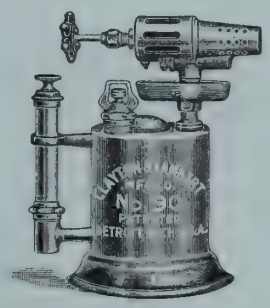

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*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII JULY 30, 1921 No. 31

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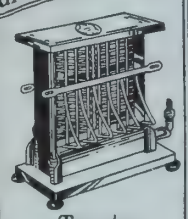

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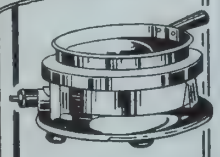

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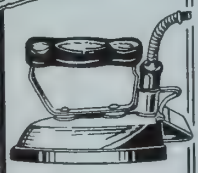

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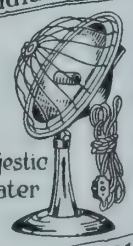

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## Electrical Appliances


If interested, tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. JULY 30, 1921 No. 31

# Re Stocking and Sale of Explosives

Salient Features of Explosives Act Regulations Now Being Rigidly Enforced—Much Ignorance on Retailers' Part Has Led to Number of Convictions—Risk of Accident Lessened if Stock Kept Clean—Care in Showing Stock in the Store.

WITH the object of calling the attention of hardware merchants and other dealers who handle explosives, to some of the salient features of the Explosives Act regulations, a momorandum has been prepared by the Explosives Division, Department of Mines, the first official copy of which was handed to the Ottawa representative of Hardware and Metal. The idea, in preparing the memorandum, was not to qualify the regulations but to explain in more general terms their purpose,as the experience already gained in their application has shown that where the conditions of storage of explosives in retail stores were not in accordance wiht the requirements of the Act, such was owing to either ignorance of the Act being in force, or doubt as to the interpretation of its provisions, rather than to any desire to evade them.

The memorandum reads in part as follows:

The regulations under the Explosives Act permit of the keeping of small quantities of explosives elsewhere than in licensed factories and magazines, provided that certain conditions, as in regard to the manner of their storage are observed.

The allowances so made for the keeping of explosives in unlicensed premises are sufficient to meet the requirements of the large majority of those retail merchants who keep for sale ammunition, fireworks and small supplies of blasting or propellant powders.

These allowances, with the conditions which must be observed, are given in detail in the Order in Council of 1st March 1920 (P.C. 472) as amended by the Order in Council of 7th April 1921 (P.C. 1130), a copy of which is attached hereto for reference.

The ultimate aims of all regulations of this character may be said to be (1) to minimize or localize the effect of an accidental fire or explosion, (2) to lessen the risk of such accidents occurring, (3) to provide reasonable security against unlawful action, and (4) to prevent explosives being kept under conditions which would so affect their properties as to render them dangerous in storage or handling.

It is not too much to say that one or other of these considerations will provide the answer to the question as to why any particular provision of the regulations now being dealt with was made.

### Minimizing Effect of Accident.

It will serve the present purpose better however, to consider the above aims in turn, and so arrive at a reasonable and proper understanding of the regulations and their application.

(1) A controlling factor in the determination of the quantity of explosive which may be kept in any place as a factory or magazine building, is the distance of that building from any other building or place frequented by the public. Retail stores are themselves so frequented and therefore only a very small antity, 25 pounds of say,gunpowder,may be kept in the store, nd that is a concession and subject to its keeping in a proper receptacle. An additional allowance is made where a detached store can be utilized. An outbuilding in a back yard is often the most suitable and 150 pounds may be stored therein. Consideration could also be given to an outlying portion of the premises which are so removed and cut off from other store rooms as to be regarded as a separate fire risk.

A more generous allowance is given to fireworks in both cases having regard to the smaller effect to be apprehended by their ignition or explosion, and this allowance is again greatly increased where ordinary explosives are not also kept. This is specially dealt with in Order in Council of 6th November 1920 (P.C. 2602) for which merchants who do not deal with explosives other than fireworks or ammunition (safety cartridge) should apply.

Safety cartridges are recognized as the safest in storage, and therefore the quantities allowed of these are such as should place no real restriction on dealers in so far as regards the quantity stored.

### Receptacles.

The question of receptacles will for convenience be dealt with under the next heading although the advantage of their proper use is apparent under all the considerations, but attention should here be directed to the location of the receptacles containing powder or dynamite, and to those containing detonators if any.

A position should be selected for these which, while convenient for use is also convenient for their removal in the case of fire breaking out in any part of the premises, and that position which should be known to the Fire Department should not be changed without proper authority and notification.

### Keep Explosives Clean.

(2) The risk of accident is greatly reduced when the explosives are kept under thoroughly clean condition, well separated from other dangerous goods and certain natures of explosives separated one from the other. With this in view the small quantity of explosives allowed to be kept in premises used for other purposes is required to be kept in locked receptacles as are described in the regulations.

Thus 25 pounds of gunpowder may be kept in one receptacle if desired, and if detonators are also kept, as they may be to an amount not exceeding 200, they must be in another receptacle.

In regard to fireworks, the original outer boxes in which these are packed are usually suitable for the keeping of the fireworks, to the quantity allowed, and in an appropriate part of the store. There is no objection to a reasonable quantity of the fireworks being exposed for display in glass cases or otherwise not readily accessible to the public. If any are exposed in the window they should be protected from the direct action of the sun's rays.

Safety cartridges in bulk should be kept in their original cases in a suitable part of the storehouse and only a reasonable quantity kept available for display and immediate retail in the

main store visited by the public. These could be kept on shelves set aside for their use, and provided with folding doors or sliding doors with glass fronts if desired. Care should be taken to so arrange them that they are accessible only to assistants responsible for their custody and safe keeping.

### Guarding Against Trouble.

In connection with the above some of the dangers of improper keeping which are apt to be overlooked may be mentioned. Where fireworks are kept it is natural for children to make as close an examination of the stock as they are allowed. This has been done even when carrying their punk sticks between purchases, and has been deemed the cause of a recent fire on the premises. Customers of more mature years have been known to throw away lighted matches carelessly. Unprotected boxes of detonators have been found so poised on shelves, and high shelves, as to be liable to be easily knocked down to the floor. In one case recently the slamming of a door had this unfortunate result and caused serious injury to a man.

To this may be added the carelessness sometimes observed of having boxes of explosive material not only kept in the vicinity of general hardware but actually underneath heavy materials on pegs or placed on shelves immediately above.

In the dispensing of loose powder too much care cannot be taken. The lid of the receptacle should be shut down whenever the powder is removed and raised again for replacing any unsold portion. Care must be observed in making up the quantity required by the customer to leave no loose grains on the floor or elsewhere liable to be ignited, and even to form a train to the receptacle itself.

### Keep Stock Turning Over.

(3) Security in storage is given by the disposal of the explosives in detached stores or receptacles as already referred to. In addition there is the obligation of the merchant to keep a record of his receipts and issues of explosives including safety cartridges for rifles and pistols of more than .23" calibre, athough he is not required to so do in the case of shot gun or .22 ammunition or the like or in that of fireworks. Many merchants felt that the keeping of these records would involve much clerical labor and delay the business of the store. In practice however, no serious difficulty has been found in keeping the few records as specified in clause 8 of the amended Order in Council (P.C. 472 as amended by P.C. 1130.)

(4) There should be no danger of any serious deterioration in the quality of the explosives authorized for sale in Canada, unless these are kept under particularly unfavorable conditions, or for a long period such as not to be expected in any retail store. They should never be kept close to any heating apparatus.

The general rule, though perhaps more important when considerable stocks of explosives are carried, that a proper turnover be maintained, should not be overlooked. The holding of old stock while new consignments are received and disposed of should be avoided.

# Likelihood of Importing European Oil

**Investigation of Further Reports of European Gasoline Now Being Imported Into Canada Reveals Interesting Facts—Russia Places orders for $2,000,000 Worth of Tank Cars in Canada to Ship Oil From Black Sea Ports—Unprecedented Demands Said to be Severe Strain on Mexican Wells.**

GASOLINE of foreign origin, other than from Mexico, or Florida or Texas in the United States, is considered likely to appear in the very near future on the Canadian markets. The invasion of Russian oil interests, which was outlined in a recent issue of Hardware and Metal, is generally looked upon as a strong possibility. The fact that such shipments of oil would be from sources which are primarily under the direction of the Soviet Government and any marked degree of successful trading in this direction would serve to increase the financial resources of such Soviet authorities, is probably the technical stumbling block to prominent publicity being given such trade relations.

It is commonly reported that another tank steamer containing oil has arrived from Europe, and that this is the second shipment now lying off Montreal awaiting tank storage. Various contrary reports, however, indicating that such steamers are from the Tampico-Tuxpam fields,—which have been one of the principal customary sources of Canadian supply—only serve to further enshroud the entire situation with a somewhat mysterious air of complexity.

It is apparent, however, that at the present time, the Soviet Government is anxious to market their available resources with foreign countries in the effort to extricate both itself and Russia generally from the consequent internal chaos of threatening stagnation and world isolation. Oil is the only commodity or product that Russia has to offer to the world in sufficient quantities which will, if marketed successfully, establish the future credit of the Soviets. Trade relations between Russia and many of the other European nations do not present this opportunity because Poland, Rumania, Czecho-Slovakia, and countries of similar status, are not yet fully recovered from the war blight, and have no worth-while exchange notes or credit system, and possess practically nothing of the material value or manufactured products.

With Canada, Great Britain and the United States, the situation offers ideal possibilities to Russian ambitions in this direction, owing to the financial leadership of these Countries, and especially in view of the large consumption of gasoline and oils now prevalent on this Continent.

### Russia Orders Tank Cars

Another factor which has a more or less direct bearing on the general situation is the recent announcement by the Canada Car Company of the receipt from the Russian Government of an order for five hundred tank cars. This volume of business aggregates approximately two million dollars, and it is stated that the tank cars are required for the purpose of carrying oil from the Caucasian wells to the Black Sea ports. From there, tank steamers can be routed direct through the Mediterranean and across the Atlantic.

Both the immediate and future outlook evidently revolves around the ability of the originators of this reported enterprise to produce oil, and more particularly gasoline, in sufficient quantities to afford a steady, dependable and permanent supply to these markets. Should Europe be able to flood either Canada or the United States with gasoline at a figure below, or even level with the existing prices, most interesting developments would consequently prevail.

While the feasibility of this idea or rumor is admitted in certain quarters, yet the opinion has been expressed that the cost would be prohibitive, and that such a venture could hardly succeed because of that, and in any case could not hope to compete with existing oil interests on this side as regards quantity, grade, or price. Such outcomes, of course are problematical.

### Mexican Wells Giving Out.

Further indirect support to this theory is found in the statement received from Mexican oil circles that several wells in that country are giving out. It is reported that production of petroleum from the Mexican fields has developed by unprecedented strides during the last twenty years, until 1920, the total output for the twelve months reached the staggering amount of 163,540,000 barrels each containing 42 gallon . The representative supply in gallons from this source alone is quoted at 6,868,680,000.

At the rate of oil consumption for 1920, the conditions of the present sources of supply gave no cause for alarm whatever, as the production at such a rate was sufficient to last for a number of years. But the current demand for petroleum, lubricating oils, and especially gasoline and fuel oil, is still rapidly increasing. It appears, therefore, that there is some difference of opinion on the subject, and the number of new Mexican wells being drilled, only serves to support the contention that the time is drawing nearer when fresh oil fields must be sought in order to staisfy the growing world demand.

### Developing Other Fields.

Vigorous efforts in Texas and Florida, while producing some results, have on the whole fallen considerably short of the volume expected and required.

Under these circumstances, it is natural that certain oil interests admit the possibilities of petroleum being received from European centres in the near future. Important points as to how the Russian oil compares in grade with the Mexican products, and whether the cost of laying down supplies offers a feasible basis for general trade distribution and resultant healthy competition, are features on which later information may be forthcoming.

# Answering Hardware Merchants' Problems

AT a recent gathering of hardware merchants a number of interesting topics were brought up in connection with a Question Box discussion, and the answers given by some leading men in this branch of trade in connection with problems of a distinct hardware nature, are outlined herewith.

**Investment in Fixtures.**

The first question—"How much should a hardware merchant invest in store fixtures and equipment?"—was answered in effect that it would depend altogether on the locality of the store, the quality and quantity of stock and the kind of trade that patronized the store. It was stated that the question was emphatically an individual problem, but that the amount invested in fixtures should be proportionate with the stock investment and the locality of the store. Too much care, could not be given to the general appearance of the store, so as to make it attractive and create a favorable impression on customers.

**Developing Trade.**

2.—How is the best way to develop and expand a retail hardware business to get the best results?

It takes grit and progressiveness. Especially to-day. Develop prospective customers and cultivate them, and camp on their trails until they buy. Keep a prospect card index file and follow up every prospect and customer in your locality. Study your indivdual customers as to their tastes and buying potentialities. Have investigators out looking for business, such as houses that need painting, etc. Index all users of electricity in your community and make a specific date for giving demonstrations of electric specialties."

**Departmentizing**

3.—How many dealers have their store departmentized, and with what success?

Answers to this question varied. Few of the dealers actually had their stores departmentized except on their books, but those that did said that they have found the departmentized method eminently satisfactory, as it enables them to know how each line of goods is selling, helps them to buy more evenly, and makes it easy for them to ascertain at any time just which lines are selling the best. The best selling lines at the present time were reported to be automobile accessories and paint.

**Relations With Farm Trade.**

4.—"In the present price situation, how can we, as retail hardware dealers, best hold the patronage, confidence and goodwill of the farming class of trade, and in what way could we be of service to him since the price of farm products has dropped so low?"

The general consensus of opinion on this question showed that it was one of the most perplexing problems that the rural hardware dealer has to contend with at the present time. Opinions were expressed that as hardware did not advance until a shortage had accrued it should not be expected to go down as quickly as other lines that are affected by speculative influences.

**Personal Time With Customers.**

"How much of your personal time do you give your customers?" The consensus of opinion on this question boiled down to: "As much as is absolutely necessary, according to the requirements of individual customers."

**Best Advertising Methods.**

"What method of advertising pays best for the retail hardware dealer?"

Personal visits to customers by the owner of the store, as well as special salesmen. This is especially important in the case of farmers. There is plenty of business to-day, if you go out after it. Visits to homes of customers is the best way of finding out the class of trade in your community and the best way also of ascertaining their needs.

The general opinion on this question seemed to be that it was a matter which every individual dealer had to handle himself. Some dealers favored special sales, others demonstrations, others newspaper advertising and others window displays, while still others advocated a balanced combination of all of these.

**Pricing Articles in Ads.**

"Does it pay to price articles advertised in newspapers, that is, if they are staple goods?"

The majority favored pricing all articles One of the delegates declared that it was very important today as it helped establish confidence, and show the public that the dealer was not afraid to show his prices.

**Paying Packing Etc. Charges.**

When receiving an invoice for a repair for some implement have you noticed at the bottom charges for postage, packing and insurance? Is it right for the dealer to pay for this overhead the manufacturer. is charging?"

The answer was unanimously in the affirmative.

# Watch for the Annual Fall Number

On August 20 the 33rd Annual Fall Number of Hardware and Metal will be published. This number will contain a wealth of helpful data in its editorial and advertising pages, for the retail hardware merchant. Under present conditions when every selling idea is needed to keep the wheels of business revolving, the unique suggestions contained in this big issue will prove most helpful. In addition to the regular departments of news and comment, including the most complete stove and furnace department ever issued by a Canadian trade paper. Following are a few of the subjects which will be dealt with editorially:—

**"WHAT'S AMONG THE MANUFACTURERS"** Crisp comment on outlook and selling suggestions from manufacturers in all lines of hardware.

**"MODERN FIXTURES ATTRACT NEW CUSTOMERS"** F. W. Karn, Woodstock, Ont. after 20 years business in city finds new store and fixtures bring new customers.

**"A COMMUNITY SALE TO HELP LOCAL MERCHANTS"** Details for conduct of Community Sale, illustrations of floats and hardware displays.

**"CORRECTING THE ABUSE OF CREDITS"** An important matter under present conditions. Some advice from an authority.

**"HANDLING THE FARMERS' TRADE"** How Besser & Chesle, Valleyfield, Quebec, develop trade with farmers under present conditions.

**"RETAILERS' IDEAS FOR INCREASING TRADE"** Original ideas used by retailers to speed turnover.

**"YEAR 'ROUND ACTIVITY IN TOY DEPARTMENT"** How successful toy business has been built. Advertising and display suggestions for toys.

**"HELPFUL HINTS FOR THE TINSMITH"** Some patterns showing how some tinsmiths' problems are worked out.

**"THE ELECTRICAL ERA"** Development of electrical appliances and extension of their use with suggested window display for Fall, add suggestions, etc.

**"POINTERS FOR FALL STOVE SELLING"** Use of separate department, conducting stove service, department, displays at the Fall Fair.

**"TO HELP WRITE THE FALL ADVERTISEMENTS"** Suggestions for effective publicity for various Fall lines of hardware.

**"HARDWARE DISPLAYS AT FALL FAIRS"** Brockville Hardware Co. and other hardware firms display at Fall Fairs, with list of Fall Fair dates.

**"CONDUCTING A "SAVE THE SURFACE" DEPARTMENT"** Showing how a Montreal firm conducts its paint trade as a "Save the Surface" Department.

**"MEETING PAINT PROBLEMS OF THIS FALL AND WINTER"** Some helpful pointers by F. A. Farrar.

**"CURRENT HARDWARE MARKET REPORTS"** Interesting comment on tendencies in the markets on hardware commodities. Tables and other price information.

# Why His Gross Sales Were Not $18,000

*A merchant who had done a business of $60,000 in the year was disappointed when he found that his mark-up of thirty per cent. did not yield the net profit he had anticipated—another discussion on the computing of margins.*

*By Henry Johnson, Jr.*

I RECENTLY found a merchant who had done $60,000 business on a "mark-up" of 30 per cent only to find the net he expected at the year end was not there; analysis showed readily enough that a mark-up of 30 per cent was vastly different from 30 per cent on sales. Now I have an inquiry as follows:

"Would you be kind enough to show me why, taking the figures you quote this merchant's gross profit would not be $18,000? At the bottom of it all what difference does it make which way you figure as long as you come out with the same amount? If I buy an article for $1.00 and sell it for $1.25 I am making 25 per cent on my cost and 20 per cent on selling price and either way I figure I have the same amount of money in hand at the end of the transaction."

All of which is indubitably true. But our care must be to get "facts before acts." We must ascertain first what are the actual conditions in business now, then seek to correct evils therein by the shortest, most logical methods. We find, then, as a primary condition, that every merchant who knows his expense, or who even suspects what they are, thinks of them in relation not to his costs but to his sales. In fact, he can not help it; and if you would know why, try to figure out your expenses in relation to the cost of your various articles and you will see what an impracticably internimable job it is, how liable to errors, how almost impossible to check out accurately.

Now, therefore, this friend of mine who may sell an article for $1.25 for which he paid $1,00 will have an expense of, say, 20 per cent. Let him tell what his expense is and then ask him what it is figured on. He may stutter about a while, but in the end you will find it is figured not on the dollar paid but on $1.25 for which the goods are sold. All right; 20 per cent on $1.25 is 25 cents, so he has nothing left by way of net profit on that transaction, though he expected to have 5 cents left! That is what happened to the man who worked on the "mark-up" theory.

### Why He Did Not Have $18,000

To see why this man did not have $18,000 margin—which I prefer to "gross profit" as much more accurate—test it this way: To $10.00 add 30 per cent and you will have $13.00. The spread here is thus found to be $3.00. The merchant's expenses were 15 per cent, on sales, so we must find what margin he has on sales to get both figures on the same basis. Therefore we must take the $93.00 margin and divide it by $13.00 to get its proportion to the $13.00 sales. Thus:

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So we find that 30 per cent on cost is 23 per cent plus on sales, and 23 per cent on $60,000 is $13,800, not $18,000. That is why this man did not have $18,000—and that he did not have it was one of the greatest surprises of his young life!

It is nearly twenty years since I began to write about this matter of margin computation. To figure on sales was then a novelty to most retailers on this scale, although it was an old story in Great Britain, the country of ancient business science. To-day everybody who develops along the way of business accountancy figures this way and no other. It is the way of all successful men, big and little. And is it wise to follow the example of successful men rather than that of poor, stuttering weak sisters who never are much, if any more than solvent? It is the way adopted and endorsed, and consistently followed out by government. So to-day it should seem to be so as well established as the truism—also exceedingly difficult to explain, by the way—that two plus two makes four; and I am for passing up further discussion on it. I'd like to assume that the man who does not know this rudiment should go to the primary grades and not take up time of those who know it so well that they resent having their reading cluttered up with—those who want something information ive, forward looking, in what they read

Don't you think it's about time for the class to graduate above the proimary

### But Who Will Abolish "Around & About"

But there remains another serious reason why this man did not have the $18,000 he looked for. That is, he figured his mark-up "around" 30 per cent. This means that he had in his mind 30 per cent. probably, but if the figure resulting happened to be an odd one, he just made it "even money," and never stopped to figure what that "even-ing-up" process really meant to him. Let us glance at it this way:

Suppose you buy something at $1.75 the dozen and aim to make 30 per cent. on it. The rule for computing margin to arrive at the correct sale figure to include any desired margin is Take the margin you wish to make from 100 and divide the cost by the remainder. Now, as we desire to make 30 per cent, we take that from 100, leaving 70, and we proceed to divide $1.75 by 70. Then we know that 7 is as good as 70 for this purpose—simpler, in fact—so we use 7, thus

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Seven goes into 17 twice and leaves 3 over. We bring down the 5 and have 35, into which 7 goes 5 times. Then we add the 0 to bring the figure up to the $2.50 that we can see at a glance will result.

Now, we cannot sell anything for $2.50 the dozen that we sell by the can because we cannot divide $2.50 by 12. So we have the easy-going guesser in business, who says he doesn't like to "split nickles," and he sells for 20 cents the can. Thus he gets $2.40 instead of the $2.50 he started out to get, and that figures just a fraction over 27 per cent.—a difference of nearly 3 per cent. in a business wherein the net profit has averaged close to 3 per cent. for many years! Or you may say that 3 per cent. on $60,000 turnover, is $1800 a year. It is such "little matters" that make up the difference between success and failure—between thinking you having something and actually having it.

You may have a prudent neighbor who, when differences arise, takes the benefit of the doubt to himself. This man disregards the "split nickel" difficulty and boldly prices his article at 21 cents the can. He thus gets not only $2.50 but $2.52; and that seeming trifle yields him 30.55 per cent. plus, or more than ½ per cent. extra. And one half per-cent. on $60,000 is $300. Little things? O, yes: they count up!

### Habit of Getting the Minute Fractions Valuables

Follow this further: Say that sales in the store average not far from 33 1-3 cents each. Thus it takes three distinct transactions to get one dollar into your till. This merchant, then, with sales of $60,000 had 180,000 transactions last year. Suppose that, because of figuring "around and about" or because he does not like to "split nickles," he loses half a cent of possible earnings on each sale. He is thereby out $900, in the year on this count alone.

This is why the man who figures down to the last fraction and, KNOWS why and how he does it, often makes money for no outwardly apparent reason. You may find the man who will not split nickles a few doors distant from the man who gets all he's entitled to, and more when the figures fall that way, but never less. The loose figuring man and he who figures accurately may both be good workers—equally busy from the dollar down, you might say—but one makes money and the other just fails to make money.

It is free for all. You can take chances. It's a free country—yet. But the question is: Do you want to go into it on chance or on accurately scientific knowledge? It's entirely up to you.

## INCREASE IN MOTORS IN NEW BRUNSWICK

Fredericton, N.B.— The Provincial Government's revenue from motor vehicle license fees has already reached $250,000 this year. Last year the revenue from this source was $198,000. At present there are about 13,000 touring cars and 950 motor trucks in use in the Province, an increase of 2,000 and 200, respcetively, over last year.

# The Housewife as a Regular Customer

Household Goods Offer Big Sales When Other Lines Are Slackened Through Inactivity.—Montreal Merchant Finds Sales of Household Lines Are Increasing.—Catering to the Housewives' Trade.

*Catering to the housewife's pocket book has been found to be an excellent means of maintaining volume of trade while business in certain other lines is diminished due to conditions. The housewife is interested in many lines in the hardware store, one of the most important of which is kitchen utensils. In order to secure her interest in this line it is advisable to have a well assorted and complete stock from which to choose, to have it neatly and effectively arranged, to have it easy of access so that she may handle the various lines, and to have the utensil department clean and well lighted. The above provides an illustration of a department which should attract women shoppers for the purchase of such utensils.*

IN 1915 we began to realize the importance of the woman buyer. That she was the one we would have to look for a good percentage of our sales. It was in that year that we branched out into lines we had not previously carried" said Mr. Leger of Lacroi & Leger, Ltd. Montreal, to Hardware and Metal.

Mr. Leger stated that wall paper was one line that was added, and others included electric washers, irons and grills. To the staple lines of hardware that appeal to the housewife, such as tinware, granitware, aluminumware and wash-day needs, more attention was paid, thus attracting the women buyers to the store. It is these, in Mr. Leger's opinion that have kept the volume of business well up, while the demand for other lines that pertained to the male customer have slackened due to conditions.

Previous to the war, this hardware store, like many others were dependent to quite a degree on the contractor's or builders' supplies. Builders' hardware, cement, plaster paris, mortar—colour, window glass, sash-cord, sash weights, and other heavy materials were sold to the prospective builder. In 1915 and even up until to-day these goods are not being sold in as great quantity on account of restricted building operations. To keep the volume of business up, other lines had to be looked to and the woman's pocket-book is now catered to, as an effective medium of offsetting such slackness.

### Paint and Wall Paper Sales Are Good

While kitchen utensils and other household articles have been mentioned as being attractive to the woman buyer, paint and wall paper must not be overlooked especially at this season. "Our sales on both paint and wall paper have been good so far this year and well up to expectations." said Mr. Leger. "There has been a good deal of outside painting in this section of the City this year, and this coupled with sales of inside paints and stains, have made for us a record year.

Alfred Goyette, 124 Mount Royal East, follows much the same methods today in his store, with household goods well lined along the floor and prominently displayed on the shelves from the front entrance to the rear partition. Mr. Goyette has always enjoyed an extensive trade among the house-holders and tenants, supplying them with kitchen utensils, crockery, gas ranges, refrigerators, etc., but during the period of war years and up to the present, the volume of business in these lines has steadily increased.

The wall paper department has not failed to show profitable returns with a steady growth each succeeding year. With 275 different patterns to choose from, the housewife can here find her choice for any room she wishes to freshen and clean Mr. Goyette states that two-thirds of this season's supply has now been sold and with the remainder of the present month, the remaining stock should be well exhausted, leaving the Fall demand to clear the decks for next year's stock that will be replaced in the Winter and early Spring months.

### Refrigerators Sold Well.

"How did you find the sale of refrigerators this season?" asked Hardware and Metal pointing to a display of refrigerators.

"Refrigerators have moved well with us this season. We have had them displayed just inside the front door, but the season is now becoming advanced and we have moved them farther to the rear and replaced them with gas stoves." said Mr. Goyette.

This plan of keeping seasonable lines well to the front, featuring them regularly in the windows and in advertisements has helped to bring the amount of cash taken in each day into favorable comparison with past seasons, regardless of a falling off in sales of heavier lines that counted materially in the amount of turnover in other years. "The building trade will "Come back", perhaps in earnest next year", says Mr. Goyette, "but in the

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## Briefs

THE MERCHANDISE manager of a big department store declares there has never been a buyer's strike. "Never think it" he says. "There has been a retailer's strike and a manufacturer's strike. There has been a salesman's strike. Old-fashioned Canadian selling ingenuity has been on strike. But there has never been a buyer's strike and there never will be."

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TWO FACTORS are said to be giving mail order houses considerable concern at present. One is revival of the "buy at home" spirit encouraged by the government during the war to build up local centres and conserve transportation. The other factor is the automobile. Farmers and their wives, their sons and daughters now prefer to buy certain of their requirements at the bigger stores brought into close touch by the use of the automobile.

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WITH THE strict enforcement of the Explosives Act Regulations now being planned by the Department of Mines, hardware merchants should make themselves familiar with these regulations as they provide a very necessary protection for the merchant in the handling of dangerous stock. Details of these regulations, with suggestions for displaying the stock so as to avoid danger, are outlined in this issue by an official of the Department, for readers of Hardware and Metal.

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ONE NOTABLE feature of Canadian trade is that our exports are being maintained in larger volume than our imports. This should help Canada's position abroad and, in combination with the development of the Canadian Government Mercantile Marine, Canada's position as an export country should be materially aided. There are few foreign ports not now visited regularly by Canadian merchantmen and Canadian products are being well received, on these markets.

## Steel Prices

ONE favorable feature of recent cutting of steel prices in some quarters is the fact that it has brought out some business. Or probably it was the other way around, viz.in the eagerness to get a share of business offering,prices suffered. It is an encouraging sign anyway, as former price reductions have resulted in no stimulation of business.

There are those who hold that the steel industry has not run its course of deflation, that it has yet a long way to go to catch up with other lines in the process. In this connection it can be noted that if the general price reductions continue to be followed with indiscriminate price cutting in this industry, as has been noted recently, it should not be long before steel prices suffer a shakedown in proportion with most other commodities.

## Surprising Lack of Cohesion

IT is indeed unfortunate that the second conference of those interested in the building industry in parts of Eastern Canada was productive of no definite progress. The old fear of labor that the contractors, supply men and manufacturers are trying to make them bear the brunt of any shaking down of costs still exists to a marked degree. There may be some merit in the argument of labor's representatives to the effect that it is not desirous that the standard of living be lowered, and that with the prospect of a winter's continued slackness in this industry that wages should not be lowered. On the other hand a continuation and an aggravation of the conditions they fear, is more likely to result from the attitude taken than otherwise.

Undoubtedly the whole difficulty cannot be attributed to labor, for some lines of building materials are still much above pre-war levels, in fact they are today higher in comparison with pre-war prices than are wages. It must be remembered however, that as profits are very limited among building supply men and manufacturers, any further cut in their prices may be the result of a cut in wages of workmen employed by them. Therefore some division of labor may have to stand the cost.

Contractors, supply men and manufacturers have a considerable investment in plant and equipment which must be protected. Under such conditions as now prevail they are willing to cut profits to the minimum in order to get the industry moving and so insure a steady and growing stream of business. The workmen are in much the same position but they have not the same responsibility of plant and equipment to be protected and rather than take reduced earnings in an effort to keep the industry moving they prefer to listen to the talk of labor agitators, and as long as they can physically hold out, to stick to their demands for high wages and trust to other means to start the industry moving.

If everyone followed the latter plan the deadlock would last indefinitely. The situation calls for drastic action and the hint dropped by contractors at the meeting to the effect that open shop would be proclaimed at the termination of existing agreements indicates that such action is about to be taken. Under the pressing needs of the day for co-operation it is surprising that such a conference was so unproductive.

## Applying Helpful Selling Ideas

PROGRESSIVE hardware merchants are always looking for selling ideas which can be applied to their businesses in an endeavor to speed up turnover as much as possible during such times as the present. One of the effects of the period of great business activity through which we passed in the late war years and for some time thereafter, was to expand business and to extend the experience of doing business on a large scale. This would have been all right had not the growth been so rapid as to be superficial, and so that when the test came it was unable to stand up under the strain of readjustment. The result is that now business men are applying every known means of stimulating trade so as to keep the wheels revolving as rapidly as possible.

In the desire to secure helpful sales ideas there is nothing better than a free exchange of helpful suggestions among those in this branch of trade. There are problems which need solving, there are new situations to be met, and so it is evidently in the interests of the hardware merchant that he keep in close touch with his fellow merchants. Thus it is that the trade papers are being looked to for suggestions, and while editors are able to frequently offer helpful ideas, the bulk of the suggestions are generally those secured from some merchant for the benefit of others in the same trade. It is therefore incumbent upon retail merchants to offer to others any suggestions which have proved valuable in their business and for all to follow the trade paper closely for helpful ideas to increase sales and for first-hand information on the tendencies of the market which will enable intelligent buying.

In recent issues of Hardware and Metal there have been numerous articles showing how certain merchants have applied novel selling ideas to their business and these have brought good returns. Numbers of merchants have, by adopting certain plans, maintained a volume of business in excess of that of last year despite the decrease in prices generally. These plans have taken the form of special sales, the rearrangement of the store, the addition of new lines, the introduction of new display features, the personal canvassing of prospects, the increase of advertising appropriations, the giving of better service to customers, the closer study of local requirements, etc. Whatever course they follow is immaterial, every merchant can take some helpful suggestions from them and at the present time all helpful ideas should be forthcoming and applied.

# Little Ordering Ahead of Ammunition

Hand to Mouth buying of Merchants Noticed in Filling of Fall Requirements of Ammunition—Manufacturers Preparing For Expected Rush Later in Season.

MONTREAL.—Ammunition sales have been light up to the present. In other years, Fall dealer requirements were anticipated, orders booked, and a fair amount of shipments made at this time. However this season has found the same dealers still holding off, as they have in almost all other commodities. The buying policy adopted by practically all merchants, whereby the hand-to-mouth method is carried out, being the reason why manufacturers state their warehouses are now heavily stocked awaiting the consuming demand.

Stocks are now much in excess to orders on hand, manufacturers doing their utmost to be in a position to supply the heavy demands that are expected to come in the Fall and early winter months, but claim they will be unable to fill all orders at the last moment. Particularly troublesome in this regard is the great number of loads and sizes, the trade to-day demanding approximately 500 different sizes of metallics and nearly 250 different gauges and loads in the paper shot shells. Exemplyfying this, an order for a carload of ammunition was placed only recently and the manufacturer could not fill it immediately because of different loads not being included in present stocks.

### RETAIL MERCHANTS IN SASK. PLAN GET-TOGETHER MEETING

Regina, Sask.—Plans are under way for the holding of a get-together meeting for all retail merchants of Saskatchewan, in Regina, Monday, August 29. The week previous to this meeting, the annual Dominion convention of the retail merchants will be held in Winnipeg, and several of the speakers there will afterwards go to Regina to speak at the Capital. Among them will be J. A. Banfield, Winnipeg, Dominion president of the Association, and E. M. Trowern, Ottawa Dominion secretary. Several other members of the Dominion board are also expected to be present.

Invitations will be extended to members of the Association from Moose Jaw, Weyburn, and other towns in the southern part of the province. This will be an opportunity for all men in this part who were unable to attend the provincial convention in Saskatoon, to meet the Dominion president, and hear accounts of the association's work throughout the province.

The evening meeting on August 29, will take the form of a banquet, where the various addresses will be given.

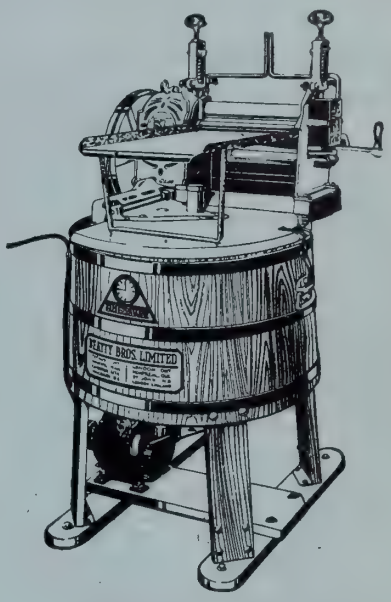
Noteworthy also is that in other years a capacity factory run for the whole year was necessary to supply the consumptive demand, while this year plants have not been running to capacity, but only to about 50 per cent, manufacturers finding their warehouses stocked, with very little movement of their product. The consumer is expected to do his shooting this season as in other years, but where the supply is coming from seems questionable.

## New Hardware Goods

### "WHITE CAP" TIME SAVER.

The "White Cap," introduced by Beatty Bros., Ltd., Fergus, Ont., is said to embody all the good qualities of the former Time Saver washing machine with many improvements.

Some of the new features to which attention is drawn are the following: A handy electric switch so that operator can start or stop the washing without leaving the machine. This is placed in a convenient position where the hand naturally falls and is protected from drops of water. A turn of a lever now starts or stops the wringer, rolls and reverses them, and there is never any doubt as to which way to turn it as the handle points in the direction in which the rolls are going. A quick release for the wringer rolls has been provided and a special feature is that rolls can be tightened as quickly and easily as released. Guide rollers on which the clothes can be placed and guided into the wringer rolls make it unnecessary, it is claimed to press the clothes against the wringer rolls with fingers or a stick. The new rolls are made 12 inches wide, or 2 inches wider than the former Time Saver, accommodating sheets and large articles better. The high water table carrying the clothes from the wringer




*"WHITE CAP" WASHER*

rolls to rinse tub enables the housewife to use a high bench and avoid stooping and also without alteration use stationary tubs. A handle enables the water table to be shifted back and forth to take care of water from the rinsing or the blueing tubs, and a flange prevents it becoming loose until the user wishes to remove it. Another convenience is that when lifting dolly knob previous to opening lid of machine while in operation the knob does not now rotate in the hand. The White Cap is said to wash even more quickly than the former Time Saver as the connecting rod has a ½ inch longer stroke, giving the dolly nearly three-quarters of a turn instead of 9-16. The gear guards can be easily and quickly unfastened and the result of this improvement is that it is much easier now to oil the machine.

Belt guards and motor covers are now provided without extra charge, although not shown in the cut, protecting flywheel and leaving not a single part of the belt or moving wheels exposed. The motor is now carried on the base instead of the botton of tub. The tub has been strengthened and is heavier and a more solid supporting frame has been added

## Publishing Under Strike Conditions

**Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.**

**Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports etc. are being continued as usual and we would ask the temporary indulgence of readers if the issue is received a little late.**

# Events in the Trade

### BUSINESS CHANGES

Crystal City, Man.—Smith and Hoggarth hardware have dissolved, A. G. Smith continues.

Amherstburg, Ont.—Lyan & Co. hardware has sold out to the Wigle Hardware Co.

### PERSONAL

E. M. Holsworth, formerly associated with the Vokes Hardware Company, Toronto has joined the sales staff of W. Walker & Sons, Toronto and has been assigned the Toronto territory.

G. A. Elliott, hardware merchant, Brantford, Ont., was a recent visitor to the Toronto office of Hardware and Metal.

G. E. Wilbern has been elected President of the Ulrich Manufacturing Company at Rock Falls, Ill., Manufacturers of improved garden tools, gardner's friend cultivators etc. Mr. Wilbern was formerly vice president of the Star Manufacturing Co., of Carpentersville, Ill. In his former position he has called on the Heavy Hardware, Shelf Hardware and Implement Specialty Trade throughout the United States and Canada.

E. Liersch, manager, Canada Linseed Oil Mills Limited, is at present on a business trip to England and the Continent. Mr. Liersch will be away from his Montreal office until the middle of September.

### IMPERIAL OIL CO. STAFF PICNIC.

Sarnia, Ont.—The third annual picnic of the Imperial Oil Co. was held last Saturday at Bayview Park, a varied program of sports and entertainment being enjoyed.

### WANTS SHEET METAL STAMPING FIRM TO DO MANUFACTURING.

A U. S. firm manufacturing a line of luggage carriers for automobiles wishes to get in touch with sheet metal stamping firms in Canada who could manufacture this line for them in Canada. The device is of stamped metal and manufacturing would probably be arranged on a royalty basis. Any enquiries from interested firms may be addressed to Hardware and Metal.

### HARDWARE MEN PLAY BALL

Representative teams from two of Toronto's wholesale hardware houses, recently supplied sport enthusiasts with an exhibition of their baseball prowess at Riverdale Park. The contest took place between the Vokes Hardware Company, Ltd., and Rice-Lewis & Son, Co., Limited. Batting ability of an unknown calibre was unearthed on both sides, while infield and outfield plays of a startling character were observed on several occasions. The ultimate issue of the conflict was in doubt until the last innings, when atmospheric disturbances served to unbalance certain members of the Rice-Lewis combination, with the result that the Vokes "nine" were returned the victors by an 11 to 8 score. Return engagements are contemplated between the opposing teams and future games are suggested with other hardware sport clubs.

### HARDWARE STORE ROBBED.

Smiths Falls, Ont.—Robert Hawkins' hardware store was recently visited by burglars and a quantity of jack knives, safety razors and flashlights stolen.

### WESTERN ONTARIO NOTES.

Lloyd Mayburry for two years clerk in the Adolph Hardware at Listowel, Ont. is leaving to take a position with the U. F. O. store in Listowel.

Roy Dodds of Sarnia has started a tinsmithing shop in connection with the McLeod Hardware at Ailsa Craig, Ont. and has moved his family to that town.

### WESTERN NOTES

Cranbrook, B.C. Messrs. Delaney and Pocock, of Retlaw, Alta, have decided to open up a hardware store here, expecting to commence business about the 1st of August. The new firm will trade under the style of Delaney & Co., and will be located in the Lester Clapp store building. Both members of the new concern are experienced hardware men who have been doing business in quite a large way on the prairies, and have expressed full confidence at the outcome of their new venture here.

### CHANGES ON NATIONAL CASH REGISTER CO. STAFF.

Announcement has just been made of three important changes affecting leading executives of The National Cash Register Company. John H. Patterson has resigned as President and General Manager of The National Cash Register Company but will continue actively in directing the affairs of the Company. As chairman of the Board of Directors, Mr. Patterson will advise the directors and help formulate the policies of the Company. His son, Frederick B. Patterson, was elected to succeed him as President, while J. H. Barringer was made General Manager. John H. Patterson has been President of The National Cash Register Company for 37 years and has built it from a workshop of one room with two employees to an organization employing more than ten thousand men and women in all parts of the world.

Frederick B. Patterson is 29 years old, having started in as a workman in the foundry. In the interests of the Company he has visited all of its agencies, except Africa, Australia, India, Russia, and Mexico. He was manager of the Foreign Department for two years, and until he entered the service of his country in 1917. In the late war he rose from a private in the ranks to a commission in the air service.

J. H. Barringer, the new general manager, was promoted from the ranks. He started with the Company 14 years ago, holding a minor position. He earned promotion very rapidly and in 1918 was made First Vice-President and Assistant General Manager. Mr. Barringer is only 38 years old.

*Group of branch managers and other officials of the McClary Manufacturing Company, London, Ont., photographed in Montreal recently when they were gathered as the guests of J. C. Newman, Montreal manager. Following the convention of all branch managers at the head office in London, Ont., the Hamilton, Brantford, Toronto, Montreal and Quebec warehouses were visited by this party. Back row left to right; A. M. Smith, London, J. C. Newman, Montreal, A. J. Clark, Winnipeg. G. S. Bishop, St. John; Front row: J. J. Foot, London, M. S. Irwin, Toronto; J. Galloway, Vancouver, B. C. McMillan, Calgary, G. E. Main, Hamilton.*

# Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

STOVES, ready roofings, washing machines, fuel oil, cut nails, barbed and galvanized wire radiator valves and portland cement supply the premier market revision this week. Other noticeable reductions in prices on hardware commodities include stove pipe, bottling wax, wrapping paper, and tire tape. A change in bar iron quotations on eastern markets, completes another lengthy table of price recessions.

Discounts on stoves and furnaces are now readjusted in a manner which gives lower quotations on practically all styles and lines. A new list covering washing machines has been issued showing a slight price change in some makes. Discounts on both machines and wringers, however, are also increased, thus bringing prices to a lower level. Quotations on ready roofings are revised, this price recession being principally applied on the building products in this line, which were not changed at the time quotations on sheathings and felts were last lowered.

The base on cut nails is down 25 cents, this change following the downward revisions in wire and wire products generally. Prices on bar iron are irregular, the tendency towards certain declines being a reflection of the easier tone on the primary steel markets. Signs of price shading on sheets and plates have developed. Western markets report easier levels on stove pipe and stove pipe elbows.

The usual midsummer lull in hardware trade is at its height; this condition being general on the majority of markets. The brisk movement of summer lines has now receded, and business in fall goods is not yet fully under way. Merchants generally are more apprehensive, but with wholesale and retail stocks now lower than they have been for some time, more frequent buying is the result. Smaller orders are placed, with purchases being for immediate requirements. This method of replenishment should result in a more steady volume of current trade, with any improvement in the fall and early winter period being contingent upon the asurance of the season's crop results.

## Montreal Markets

MONTREAL, July 27.—Several important reductions are recorded in the hardware markets this week. The outstanding feature rests on two commodities, namely, washing machines and ready roofing. Washing machine list prices and discounts have been revised, resulting in lower prices on many of the well known lines. Roofing is generally reduced 10 and 15 cents per roll. Of almost equal importance also is a decline in wringers and cut nails, the discount on the former being increased to 30 per cent off list prices, while cut nails show a reduction of 25 cents per keg. At time of going to press we are advised of a lowering in prices of both barbed wire and the different kinds of plain galvanized wires, but new prices were not available. Bar iron, too, again registers a decline and is now quoted at $3.40 base. Kraft wrapping paper is quoted at $11.75, a reduction of 1¼ cents. Tire tape furnishes the change in the smaller goods when shown at a reduction of 2 cents per pound.

Sheets of the various types are unchanged, but are again reported easier on account of an unsettled feeling prevailing at the U.S. mills; this also reflecting on some of the heavier lines of iron and steel. Lead products are easier with new prices expected in the near future. The ingot and scrap metal markets show little, if any, improvement in the past week.

### Decline in Roofing Prices

**Montreal.**

Following a decrease in prices of sheathings and fibre papers a few weeks ago, ready roofings have declined in prices this week. These products have been shown at reduced prices at different periods since the beginning of the year, manufacturers stating a close consideration is being kept on the cost of raw materials. On making the present reductions, both raw materials and labor costs have been considered former offering the reason for the decrease. Practically all lines are affected, the decline amounting to 10 and 15 cents per square. Following are the net prices on a few of the best known lines:

**ROOFING.**

| | Per square |
|---|---|
| Everlastic, 1 ply | $ 2 00 |
| Everlastic, 2 ply | 2 40 |
| Everlastic, 3 ply | 2 80 |
| Panamoid, 1 ply | 1 80 |
| Panamoid, 2 ply | 2 20 |
| Panamoid, 3 ply | 2 60 |
| Red Star, 2 ply | 1 93 |
| Red Star, 3 ply | 2 30 |
| Dreadnought, 1 ply | 2 40 |
| Dreadnought, 2 ply | 2 80 |
| Dreadnought, 3 ply | 3 25 |
| Capitol, 1 ply | 2 20 |
| Capitol, 2 ply | 2 50 |
| Capitol, 3 ply | 3 00 |
| Favorite, 1 ply | 2 00 |
| Favorite, 2 ply | 2 40 |
| Favorite, 3 ply | 2 85 |
| Frontenac, 1 ply | 1 80 |
| Frontenac, 2 ply | 2 20 |
| Frontenac, 3 ply | 2 65 |
| Everlastic Multi-Shingles, (4 shingles in one) sq. | 6 25 |
| Everlastic Slate Surface Single Shingles, Tylike (red or green) sq. | 7 40 |

### Fair Movement in Corrugated Sheets

**Montreal.**

Activity is still reported in corrugated sheets, the movement said to be very satisfactory for the season of the year. These sheets have been selling well in recent weeks after remaining quiet well through the earlier months of Spring. Following are the local unchanged prices and discounts:

**CORRUGATED SHEETS.**

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | $ 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 13 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 18 00 |
| No. 18 gauge | 24 00 |

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

### Activity Continues in Eavetrough

**Montreal.**

Sales of eavetroughs, conductor pipe and elbows are keeping in good volume, the past few weeks showing more activity than the earlier months. A good amount of business is expected from now until well into the Fall period, the consuming demand usually requiring this commodity as long as weather permits. Quotations are held unchanged as follows:

**EAVETROUGH**

**O. G. Square Bead**

| | Per 100 ft. | | Per 100 ft. |
|---|---|---|---|
| 8 inch | $15 90 | 15 inch | $28 80 |
| 10 inch | 17 70 | 18 inch | 36 80 |
| 12 inch | 21 20 | | |

**O. G. Round, and Half Round**

| | | | |
|---|---|---|---|
| 8 inch | 16 90 | 15 inch | 29 80 |
| 16 inch | 18 70 | 18 inch | 37 80 |
| 12 inch | 22 20 | | |

Discount 60 per cent. off list.

**CONDUCTOR PIPE**

| | Per 100 ft. |
|---|---|
| 2 in. | $ 18 40 |
| 3 in. | 22 30 |
| 4 in. | 29 60 |
| 5 in. | 40 00 |
| 6 in. | 49 00 |

Discount 60 per cent. off list.

**CONDUCTOR ELBOWS.**

| | |
|---|---|
| 2 inch, list | 5 25 |
| 3 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

## Cut Nails $4.85 Base

**Montreal.**

Cut nails follow the reduction in wire nails and other wires of last week, when the base price is reduced to $4.85 this week. This is a reduction of 25 cents, former prices being $5.10.

## Range Boiler List Holds

**Montreal.**

The list of prices on the different sizes of range boilers is unchanged, with sales being small and of the lesser size. While these prices were considered low at the time they were made, and revisions to higher figures expected, it is now reported that even lower quotations are given by some jobbing houses than those quoted below.

**RANGE BOILERS.**

| | Standard | Ex.heavy |
|---|---|---|
| 30 gallon | $ 8 75 | $ 11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |
| 82 gallon | 35 00 | |
| 100 gallon | 45 00 | |
| 120 gallon | 54 00 | |

## Lead Goods Unchanged but Easier

**Montreal.**

Prices on all lines of lead products remain at previous levels, although a revision to lower prices on some lines would not be surprising. Metals, chief in the manufacture of these goods show little, if any, improvement on the primary markets, and with the demand now not nearly as brisk as in previous weeks, it is said that quotations are likely to be revised in the near future. Following are present local prices:

**LEAD PIPE.**

| | |
|---|---|
| Lead pipe per 100 lbs. | $ 12 50 |
| Lead waste per 100 lbs. | 13 50 |

NOTE.—Lead pipe is subject to a discount of 10 per cent.

| | |
|---|---|
| Lead traps and bends | 10%off |
| Lead wool, lb | 0 13½ |
| Lead sheets, 2½ lbs. | 0 11 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | 0 10¾ |
| Do., 4 to 8 lbs., sq. ft. | 0 10 |

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

| | |
|---|---|
| Solder, guaranteed, lb. | 0 28 |
| Do., strictly, lb. | 0 26 |
| Do., commercial, lb. | 0 23 |
| Do., wiping, lb. | 0 24 |
| Do., wire, lb. | 0 36½ |
| Zinc, sheets, casks | 0 11½ |
| Do., broken lots | 0 12 |

## Washing Machine Prices Revised

**Montreal.**

A revision in both list prices and discounts has been made in practically all makes of washing machines. The discount has been increased on all lines to 30 per cent off list prices, thus lowering the resale prices on many machines, which show no change in list prices. Other lines will not register the decline owing to the increase in list prices, while others again will register a greater reduction as list prices on these have also been lowered. Following are new prices and discount on some of the well known machines:

**MACHINES (WASHING)**

| | List each |
|---|---|
| Doswell | $ 12 75 |
| Noiseless | 17 50 |
| Hamilton | 14 00 |
| Peerless | 14 50 |
| Snowball | 19 50 |
| New Century A | 19 75 |
| New Century B | 21 75 |
| New Century, Electric | 160 00 |
| Playtime, engine drive | 27 00 |
| Ideal Power | 30 00 |
| Seafoam electric, style A | 105 00 |
| Seafoam engine drive | 50 00 |
| Puritan | 19 50 |
| New Champion | 21 50 |
| Home | 21 50 |
| Vacuum | 28 00 |
| Whirlpool water power | 31 00 |
| Beaver | 26 00 |
| Beaver power | 27 00 |
| Patriot | 21 50 |
| Jubilee | 12 50 |
| Canada First | 21 50 |

Less 30 per cent.

## Sorting Sales of Pipe Fittings

**Montreal.**

There has been no further change in the quotations of pipe fittings since the revision in nipples and couplings last week. Sales are generally numerous, although small, and of a sorting character. Following are the local quotations:

**FITTINGS.**

| | |
|---|---|
| Cast iron fittings | 20% |
| Bushings, cast | 30% |
| Do., malleable | 30% |
| Flanges | 27½% |
| Plugs | 22½% |
| Flange Unions | 20% |
| Malleable Unions | 40% |
| Dart Unions, Black | 29% |
| Do., galvanized | 8% |
| Nipples, ⅛ to 4 in. close and short | 45% |
| Do., long | 55% |
| Do., Running thread | 25% |
| Do., 4½ to 8 in. close and short | 35% |
| Do., long | 45% |
| Couplings, 4 in. and under | 25% |
| Do., 4½ in. and larger | 5% |

| Pound Goods | Blk. | Galv. |
|---|---|---|
| Class B | $ 0 20 | $ 0 28 |
| Class C | 0 13 | 0 20 |

Add 10 per cent.

**MALLEABLE FITTINGS**

| | Blk. | Galv. |
|---|---|---|
| Class A | $ 0 60 | $ 0 75 |
| Class B | 0 24 | 0 34 |
| Class C | 0 15 | 0 24 |

## Gasoline Prices are Maintained

**Montreal.**

Gasoline quotations are maintained at 34 and 39 cents, coal oil at 19 cents, no change being made since revisions at the beginning of the month. Gasoline consumption is fairly heavy as is usual at the present season, although not as great in volume as in past years.

## Arms and Ammunition Sales Improved.

**Montreal.**

During the past week a decided improvement has been noted in sales of guns and ammunition in jobbing circles. Up until the present little activity has been shown, dealers not being disposed to purchase for Fall deliveries. No change is recorded in prices, all lines remaining at quotations given early in the year.

## Irregular Sales of Wrought Pipe

**Montreal.**

Little increased activity is noted in the sales of wrought iron and steel Pipe, under the new list No. 52, quoted last week. The movement of pipe is reported irregular, one week seemingly faster than the next, and particularly of the smaller sizes. Following is list No. 52:

**STANDARD BUTTWELD PIPE.**

Per 100 feet.

| | Steel Blk. | Steel Gal. | Wrot. Blk. | Wrot. Gal. |
|---|---|---|---|---|
| ⅛ in. | $6 50 | $8 50 | $.... | $.... |
| ¼ in. | 4 56 | 6 60 | 5 76 | 7 80 |
| ⅜ in. | 4 56 | 6 60 | 5 76 | 7 80 |
| ½ in. | 5 87 | 7 40 | 7 56 | 9 10 |
| ¾ in. | 7 02 | 8 97 | 9 55 | 11 50 |
| 1 in. | 10 03 | 12 92 | 13 77 | 16 66 |
| 1¼ in. | 13 57 | 17 48 | 18 63 | 22 54 |
| 1½ in. | 16 23 | 20 90 | 22 28 | 26 95 |
| 2 in. | 21 83 | 28 12 | 29 97 | 36 26 |
| 2½ in. | 34 52 | 44 46 | ..... | ..... |
| 3 in. | 45 14 | 58 14 | ..... | ..... |
| 3½ in. | 59 80 | 75 44 | ..... | ..... |
| 4 in. | 70 85 | 89 38 | ..... | ... |

**STANDARD LAPWELD PIPE.**

Per 100 feet.

| | Steel Blk. | Steel Gal. | Wrot. Blk. | Wrot. Gal. |
|---|---|---|---|---|
| 2 in | $25 53 | $31 82 | $33 67 | $39 96 |
| 2½ in. | 38 03 | 47 97 | 50 90 | 60 84 |
| 3 in. | 49 73 | 62 73 | 66 56 | 79 56 |
| 3½ in. | 60 72 | 76 36 | 80 96 | 96 60 |
| 4 in. | 71 94 | 90 47 | 95 92 | 114 45 |
| 4½ in. | 81 28 | 102 87 | 1 12 | 1 33 |
| 5 in. | 94 72 | 119 88 | 1 30 | 1 55 |
| 6 in. | 1 23 | 1 56 | 1 69 | 2 02 |
| 7 in. | 1 64 | 2 09 | 2 21 | 2 62 |
| 8L in. | 1 73 | 2 20 | 2 33 | 2 75 |
| 8 in. | 1 99 | 2 53 | 2 68 | 3 17 |
| 9 in. | 2 38 | 3 04 | 3 21 | 3 80 |
| 10L in. | 2 21 | 2 82 | 2 98 | 3 52 |
| 10 in. | 2 84 | 3 63 | 3 83 | 3 53 |

## Activity Now in Binder Twine

**Montreal.**

A very active movement is now reported in binder twine. A feature of this year's sales is that dealers placed orders for anticipated requirements for the early grain cutting and are now reordering for the later crop, which shows the strictly hand-to-mouth method of purchasing of this commodity. Assisting towards bigger sales at present is that in some of the Provinces the grain cutting is just commencing. Prices are held at figures given early in the season.

Rope and cordage is now moving more satisfactorily, farm trade demanding this also in their present busy season. Pure Manilla is selling at 23 cents base, Beaver or New Zealand at 19 cents, Sisal and Laith yarn, 17 cents base.

## Wringer Prices Reduced

**Montreal.**

Through an increase in the discount off list prices, clothes wringers will now cost less. The new discount is 30 per cent. off, formerly being 25 per cent.

## Barbed and Galvanized Wire Reduced.

**Montreal.**

New lower prices are given on both barbed wire and the different kinds of plain galvanized wires. At time of going to press, new prices were not available but will be quoted in next week's issue.

## Scrap Metals Still Listless

**Montreal.**

There is little, or no improvement, to report in the waste material markets. Dealers state the prolonged dullness is still prevailing and the recent lowering of prices on many metals has failed to bring buyers on the market. No change is made in the nominal quotations this week, and are the following:

**WASTE MATERIALS.**

| | |
|---|---|
| Automobile tires | $ 0 75 |
| Yellow brass | 0 75 |
| Red brass | 0 08½ |
| Light brass | 0 04 |

| | |
|---|---|
| Scrap zinc | 0 03½ |
| Lead, heavy | 0 04 |
| Lead, tea | 0 02 |
| Light copper | 0 07¾ |
| Heavy copper | 0 10½ |
| Wrought iron, R.Rd.,No.1 per gr.ton | 10 50 |
| Malleable scrap (ton) | 10 50 |
| Pipe scrap (ton) | 7 00 |
| Heavy melting steel | 6 50 |
| No. 2 busheling | 4 00 |
| Boiler plate | 0 08 |
| Boiler plate | 0 10 |
| No. 1 machinery case | 22 50 |

## Bar Iron Prices Again Reduced

**Montreal.**

Bar iron prices are again reduced this week, after having shown a decline only last week. The base price is now $3.40. This latter reduction is only on bar iron, other lines of steel remaining at reduced figures of last week.

This is stated to be the result of an unsettled feeling locally ,although it is worthy of note that quotations from the U. S. mills are not yet on a steady basis. Notwithstanding an announcement was made only last week of a general reduction, when the American base price was lowered to $1.90, reports are again current that some of the Independents are offering their products at lower figures. With these conditions prevailing, little hope is entertained for improvement locally, and iron and steel bars again have an easier tone. Following are present prices:

| IRON AND STEEL. | |
|---|---|
| Common bar iron, 100 lbs. | $ 3 40 |
| Refined iron | 5 05 |
| Iron finish machinery steel | 3 60 |
| Mild steel | 3 55 |
| Single reeled machinery steel | 5 50 |
| Band steel | 3 55 |
| Spring steel | 6 00 |
| Sleighshoe steel | 3 55 |
| Tire steel | 3 75 |
| Toe calk steel | 4 45 |
| Harrow tooth steel | 3 70 |
| Mining tooth steel, per lb. | 0 23 |
| Black Diamond tool and cast steel, per lb. | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

## Kraft Paper Again Lowered

**Montreal.**

Quotations on Kraft wrapping paper have been reduced to $11.75 per 100 lbs., former quotations being $13.00.

## 2 Cent Drop in Tire Tape

**Montreal.**

A reduction of 2 cents a pound is made in tire tape prices, with the following prices now quoted: 1 oz., 70 cts. lb.; 2 oz., 68 cts. lb.; 8 oz., 64 cts. lb.

## Sheet Quotations Nominally Unchanged

**Montreal.**

With local prices on sheets nominally unchanged ,the market is still far from settled and the range of prices is still necessarily quoted. Nothwithstanding a recent announcement of lower prices from the U. S. mills, there is still a reported unsettled feeling existing at these sources, this reflecting on the local market. Apart from this also is the same condition that has prevailed locally for some time now, dealers quoting lower prices to obtain business. Following are unchanged nominal prices:

| BLACK SHEETS | |
|---|---|
| 10 gauge | $ 5 00 to 6 00 |
| 12 gauge | 5 05 to 6 05 |
| 14 gauge | 5 35 to 6 35 |
| 16 gauge | 5 45 to 6 45 |
| 18-20 gauge | 5 80 to 6 80 |
| 22-24 gauge | 5 85 to 6 85 |
| 26 gauge | 6 00 to 7 00 |
| 28 gauge | 6 10 to 7 10 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

| GALVANIZED SHEETS | |
|---|---|
| U. S. Standard | |
| 10¾ oz. | $ 8 00 to 9 00 |
| 28 gauge | 7 50 to 8 50 |
| 26 gauge | 7 25 to 8 25 |
| 22-24 gauge | 7 00 to 8 00 |
| 20 gauge | 6 75 to 7 75 |
| 18 gauge | 6 75 to 7 75 |
| 16 gauge | 6 75 to 7 75 |
| 14 gauge | 6 75 to 7 75 |
| 12 gauge | 6 75 to 7 75 |
| 10 gauge | 6 75 to 7 75 |

| English Standard | Queen's Head | Fleur-de-lis. |
|---|---|---|
| 28 gauge | $ 10 00 | 9 25 |
| 26 gauge | 9 75 | 9 00 |
| 24 gauge | 9 15 | 8 60 |
| 22 gauge | 8 80 | 8 15 |
| 8-20 gauge | 8 10 | 8 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

| BRIGHT TIN PLATES | |
|---|---|
| 20x28x100 lb. basis, box | $ 18 00 |
| 20x28 IC, 112s | 18 50 |
| 20x28 IX, 112s | 20 50 |
| 20x28 IXX, 56s | 11 75 |
| 20x28 IXXX, 56s | 12 50 |
| **TERNE PLATES** | |
| 20x28 IC, 112s, box | 17 50 |
| **CANADA PLATES** | |
| Dull. | |
| 18x24x52s, box | 7 25 |
| 18x24x60s, box | 7 35 |
| 18x24x75s, box | 7 45 |

## Irregular Market in Ingots

**Montreal.**

The ingot metal markets have been somewhat irregular in tone during the past week, some lines continuing to show a decline, while others are slightly firmer. In no case, however, are changes great. The sharp decline in Sterling exchange has naturally had a serious effect in prices.

TIN.—After declining steadily for about two weeks ,this metal has shown some recovery, but whether it will be permanent remains to be seen. The local market is quiet with price quoted at 35 cents.

COPPER.—This metal is decidedly weak, with export buying almost ceased and domestic consumption very light. The cutting in prices is not confined to the second hands, but producers are also competing among themselves. Local prices are easier at 17½ cts. for electro and 17¼ cts. for casting.

SPELTER.—Spelter remains stagnant with East St. Louis quoted at $4.20. The volume of business is light and production sufficient to meet the current demands. Local price 7½ cents.

LEAD.—Lead is quite firm in London, but quiet in the U. S. The passing of the Fordney Bill has had no effect on prices up to the present. Local market remains steady with consumption fairly good. Present quotations 6¾ cents.

ANTIMONY.—There is no improvement in this metal, and little is looked for for some time. Despite the low price, production continues at a fair rate, and stocks are heavy. Prices are unchanged at 7½ cts. for Chinese, and 8½ cts. for high grade English.

ALUMINUM.—Remaining dull on the market, aluminum is reported with an easier price at 30 cents.

# *Toronto Markets*

TORONTO, July 27.—An extensive table of price revisions again features the current hardware markets. The changes this week are many and varied, with more or less importance attached to all recessions. Ready roofings, washing machines and wringers, stoves and furnaces, Portland cement, fuel oil, radiator valves—both standard and removable disc—barbed and galvanized wire, cut nails, wrapping paper and bottling wax, are prominent items showing lower quotations.

## Fuel Oil Declines

**Toronto.**

The easier tone of crude oil on the primary markets has been reflected in a 2-cent reduction in local quotations of fuel oil. The revised prices are as follows:

| FUEL OIL. | per gallon. |
|---|---|
| In barrels | $ 0 08.2 |
| Tank waggons | 0 07.2 |
| Tank cars | 0 06.2 |

**CURRENT QUOTATIONS TO BE REINSTATED.**

**The current quotations on hardware, paints, oils;, etc. which have been omitted from a number of recent issues of Hardware and Metal due to the initial difficulties experienced in connection with the printers' strike, will be reinstated commencing with the August 6 issue.**

**While the current quotations have recently been omitted, the regular service of market information outlining price changes and tendencies of the hardware markets from various centres throughout Canada, has been continued as usual. The resumption of the current quotations will therefore bring the market service up to normal by the next issue.**

## Wrapping Paper Price Again Cut

**Toronto.**

Quotations on Kraft wrapping paper are included in the list of price reductions announced this week. The new price level is $11.50, this being the second lowering noted in recent weeks.

## Barbed and Galvanized Wire Reduced in Price

**Toronto.**

Following the recent price reductions on bright and annealed wire, and the many consequent changes on wire products generally, revisions to a lower scale are now operative on quotations covering barbed and galvanized wire. The extent of the decline is approximately 4 per cent., but the new re-sale prices have not yet been announced. Following are the unchanged prices: Barbed wire, $6.20 base; galvanized, $5.70 base.

## Cut Nail Base 25 Cents Lower

**Toronto.**

A reduction of 25 cents per keg is now announced in prices on cut nails. This brings the prevailing quotation down to $5.20, and this change falls into line with the recent lower revisions recorded on wire, wire nails, and other wire products generally. The previous price on cut nails was $5.45 base.

## Lower Quotations on Roofings

**Toronto.**

Following the recent price revisions on sheathings and tarred papers, quotations on ready roofings now show general reductions. These changes are in line with the efforts of various branches of the building industry to reduce to the lowest possible minimum the costs of materials used in construction work. Manufacturers state that the current declines are based upon reduced costs of raw materials and wages. Production levels are being closely watched, and any further lowering of labor rates or other cost elements are stated as likely to be reflected from time to time in roofing prices. In arriving at the following new quotations on these products, the claim is presented that present changes in this direction have been taken into consideration.

| ROOFING. | |
|---|---|
| **Samson.** | |
| Medium weight | $ 2 65 |
| Heavy | 3 10 |
| Ex-heavy | 3 80 |
| **Everlastic.** | |
| Light weight (1-ply) | $ 2 00 |
| Medium weight (2-ply) | 2 40 |
| Heavy weight (3-ply) | 2 80 |
| **Panamoid.** | |
| Light weight (1-ply) | $ 1 80 |
| Medium weight (2-ply) | 2 20 |
| Heavy weight (3-ply) | 2 60 |

Everlastic Slate Surfaced Single Shingles—$7.40 per square.

## Cement Prices Lowered on Barrels, 25 Cents

**Toronto.**

A reduction in prices on cement of 25 cents per barrel now generally prevails. This revision falls into line with the recent efforts of various branches of industry, more or less directly interested in the building trades, to reduce, wherever possible, the cost of materials used in construction work of all kinds. Previous to the present decline, cement had been selling at very similar levels as prevailed last year, and this desire to bring all building costs and contributory price elements down to the lowest possible minimum, is attributed as primarily responsible for the announcement of lower quotations on cement.

Following are the revised local cement quotations:

| CEMENT. | |
|---|---|
| Car load lots, per bbl. | $ 4 05 |
| Less car lots, per bbl. | 5 10 |

Discount, 10 cents per barrel.

| | |
|---|---|
| Single bags | 1 45 |

Extra cartage charge of $1.50 per load on less than 30 bag lots.

## Further Discount Revisions on Radiator Valves

**Toronto.**

Discount revisions are again announced on standard and removable disc radiator valves. This is the third price decline noted on these products since June, the discount being charged a few weeks ago to 30 and 42 per cent. respectively. Last week these figures were advanced to 50 per cent. on both grades, and this has been still further revised to 58 per cent.

Prices on other compression goods remain practically unchanged, with very little improvement in current business having been recorded. Trade is reported just fair, with some prospects of fall building activity reflecting a brighter outlook. Following are the prevailing quotations:

| VALVES. | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| Do., Fuller | 25% |
| Flatway stop and wastecocks, standard | 40% |
| Roundaway stop and waste cocks, standard | 34% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 5% |
| J. M. T. | 20% |
| J. M. T. C. | 20% |
| J. M. T. Gate Valves | 15% |
| Gate or straightway | 16-10% |
| Jenkins Globe | 10-10% |
| Radiator valves, standard | 58% |
| Do., removable disc | 58% |
| Emco, J. D. Valves | 20% |
| Emco Check Valves | 20% |
| Webber Gate Valves | 20% |
| **Basin Cocks.** | |
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |

## Readjustment in Discounts on Stoves and Furnaces

**Toronto.**

Revisions in quotations on stoves and furnaces have now been announced by certain manufacturers. These discount changes approximately amount to reductions varying from 2½ to 10 per cent., as the decision now means a straight even discount rate of 5 per cent. applying all the year round. This re-adjustment is variable on the different lines, the previous average scale of discounts being as follows: June, 7½ per cent.; July, 5 per cent.; August, 2½ per cent., and September, normal.

This reduction is calculated to facilitate the principle of buying in smaller quantities, according to current requirements. Orders of this nature now generally prevail, and it is reported that the volume of bookings for stoves and furnaces has been somewhat disappointing. With the change now in effect, it is manifest that a more steady flow of orders should develop through the fall period.

The future degree of business in this direction is generally largely dependent upon the season's crop results. With a normal yield estimated throughout the Western Provinces, the stove trade is expected to be more or less stimulated thereby, but no marked degree of improvement is looked for until the harvest returns are assured.

## Revised Discounts on Both Washers and Wringers

**Toronto.**

A new list has been issued on washing machines, covering hand, water power, and engine drive models, and also the combination machine and wringer. Discount revisions are also recorded, which brings quotations on the majority of models down to a lower level. The new discount is 30 per cent., compared with the rate of 25.

While the list on wringers remains the same, a similar change in the discounts is announced. The revised quotation is 30 per cent. Following is the new list on washing machines:

| WASHING MACHINES. | |
|---|---|
| **Hand Machines.** | |
| Jubilee | $ 12 50 |
| Dowswell | 12 75 |
| Peerless | 14 50 |
| Hamilton | 14 00 |
| Noiseless | 17 50 |
| Snowball | 19 50 |
| Magnet | 21 50 |
| New Century, Style "A" | 19 75 |
| New Century, Style "B" | 21 75 |
| New Century Junior, Style "B" | 21 75 |
| New Century Junior, Style "C" | 22 75 |
| New Century, Style "C" | 22 75 |
| Patriot | 21 50 |
| New Idea, Style "B" | 24 25 |
| New Idea, Style "C" | 25 25 |
| High Grade | 26 00 |
| **Water Power Machines, Motors, Etc.** | |
| Ideal Water Power Washer Complete | $ 30 00 |
| Velox Water Power Washer Complete | 30 00 |
| Whirlpool Water Power Washer Complete | 32 00 |
| Ideal Motors only, without attachments | 17 00 |
| Velox Motors only, without attachments | 17 00 |
| Ideal Motors, only, complete with Hose, Agitator, etc. | 20 25 |
| Velox Motors, only, complete with Hose, Agitator, etc. | 20 25 |
| **Engine Drive Machines.** | |
| Playtime, Style "B" | $ 27 00 |
| Seafoam, Style "B" | 50 00 |
| New Century Engine Drive | 95 00 |
| **Electric Power Washing and Wringing Machines.** | |
| Seafoam, Style "A" | $ 105 00 |
| New Century Electric | 160 00 |

## Little Improvement in Pipe Sales

**Toronto.**

The revised quotations effective last week on wrought nipples and couplings, do not seem to have had any noticeable effect on the general market situation. Pipe fittings are still showing a fair movement, and these conditions are expected to govern the trade generally, unless a marked stimulus in building activity should reflect a spirited demand for these products. The new discount list on pipe fittings is quoted below:

| PIPE FITTINGS | |
|---|---|
| Cast iron fittings | 20% |
| Plugs, cast iron | 27½% |
| Do., solid | 10% |
| Do., countersunk | net |
| Bushings | 30% |
| Unions, ¼-in. to 2-in. | 40% |
| Do., 8 in., 2½ to 4 in. | 35% |
| Flanged Unions | 20% |
| Dart Unions, blk., ¼ to 2 in. | 29% |
| Do., ⅛ in., 2½ to 4 in. | 14% |
| Do., galvd., add to black | 30% |
| Nipples, blk. and galvd., ⅛ to 4 in., close and short | 45% |
| Do., 4½ in. and larger | 35% |
| Do., 4½ in. and larger | 45% |
| Do., long, ⅛ in. to 4 in. | 55% |
| Do., running thread | 25% |
| Couplings, 4 in. and under | 25% |

| MALLEABLE FITTINGS | Black | Galvanized |
|---|---|---|
| Class A. | 0 60 | 0 75 |
| Class B. | 0 24 | 0 34 |
| Class C. | 0 15 | 0 24 |

## Bottling Wax Now Reduced

**Toronto.**

Prices on Parowax bottling and sealing wax have been reduced to the following levels:

| PAROWAX. | |
|---|---|
| In 20 lb. lots | $ 0 10½ |
| In 40 lb. lots | 0 10¼ |
| In 100 lb. lots | 0 09¾ |

## Big Drop in Ingot Prices Compared With Last Year

**Toronto.**

A comparison of ingot metal prices of the present markets with the quotations which existed this time last year, brings to light an interesting situation. It is noted that copper, antimony and aluminum prices have registered declines of approximately 50 per cent. since July, 1920, while quotations on other metals including tin, lead, and spelter have been practically cut in half. The marked decrease in general manufacturing activity; the consequent lack of demand; heavy stocks of scrap materials, and surplus supplies of certain ingots in the hands of both manufacturing plants and rolling mills, are attributed as the primary reasons causing this effect.

## Lower Range Noted on Bar Iron and Steel Prices

**Toronto.**

According to reports received from U. S. steel circles, rumors are now circulating the Southern markets that a further reduction in steel prices is likely to be announced by certain independent mills within the near future. Any such decline, however, is not expected to be as large as the revisions made early in July, but the efforts of various producers in seeking a price stabilization is stated as practically responsible for such anticipations.

Price shading has been general, even with the new official list in effect, and further decreases are dependent upon the extent to which this practice prevails. The Bethlehem Steel Company were the first in the field with an official announcement of lower prices which brought quotations down to levels which had nominally been in effect for several weeks. Similar conditions are now said to again predominate, but whether a new lower base price will be forthcoming is contingent upon the severity of existing competition.

The policy of the U. S. Steel Corporation has been to establish price reductions wherever they are formally announced and thus meet competition. Whether this will be adhered to cannot be ascertained. Similarly, it is said that no denial of this report is officially obtainable.

The price war among the larger steel makers has become so marked during July that the markets are considered as almost unsettled as they were before the last price announcement. The result of this condition is that the confidence of buying consumers in future prospects has been practically destroyed.

## Scrap Markets Apathetic

**Toronto.**

Consuming interest in scrap and waste materials has not registered any improvement. Demand is showing signs of falling even further away, if such a condition is possible, with trading still being dull. Present purchasing is generally along the lines of necessary requirements, which are few. Following are the average quotations of dealers' nominal buying prices for large quantities, f.o.b. Toronto:

WASTE MATERIALS

| | | |
|---|---|---|
| Heavy melting steel, gross, ton | 1 00 | 12 00 |
| Heavy melting steel, gross, ton | | 12 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 11 00 | 12 00 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 12 00 | 13 00 |
| No. 1 machinery cast, net ton | 17 00 | 18 00 |
| Heavy lead | 3 75 | 4 25 |
| Tea lead | 2 25 | 2 50 |
| Red Brass | | 9 00 |
| Yellow brass | 6 00 | 7 00 |
| Light brass | 4 00 | 4 50 |
| Heavy copper | 10 00 | 11 00 |
| Scrap zinc | 3 50 | 4 00 |
| Old rubbers, boots and shoes | 2 50 | 3 00 |
| Lumberman's rubber boots | 1 50 | 2 00 |
| Auto Tires | 0 50 | 1 00 |
| Solid Tires | 0 75 | 1 25 |

## Corrugated Sheet Prices Hold

**Toronto.**

Variable conditions are noted in the different reports received on corrugated sheets. While in some quarters current business is reported fairly good, other jobbers state that the volume of sales is below expectations, while another dealer expressed the opinion that sheet orders were dull. Taken generally, the present situation is comparatively fair, considering the average condition of trade relations.

The revisions recently announced in prices on the heavier gauges, are being maintained, with no change having been recorded in other quotations. The prevailing list follows:

CORRUGATED SHEETS

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | $ 8 50 |
| No. 26 | 9 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

## Boiler Tube Trade Light

**Toronto.**

While quotations on seamless boiler tubes were revised downward last week, prices on lap-weld still remain unchanged. There have been no further changes recorded, in either lists, or current conditions; trade in tubes generally still being dull, and only the smaller sizes showing any movement at all. The revised quotations follow:

BOILER TUBES

| | Seamless | Lapweld |
|---|---|---|
| 1 inch | $ 26 00 | $ |
| 1¼ inch | 27 25 | |
| 1½ inch | 26 25 | |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 28 00 | 22 00 |
| 2¼ inch | 32 00 | 25 00 |
| 2½ inch | 40 00 | 27 00 |
| 3 inch | 44 00 | 35 00 |
| 3½ inch | 60 00 | 40 00 |
| 4 inch | 75 00 | 50 25 |

# London Markets

LONDON, July 27.—Important among the price changes recorded this week are the new discounts on washing machines and wringers, which bring prices approximately 7 per cent lower. Fewer revisions in current hardware quotations have been noted, when contrasted with the comparatively lengthy list of changes announced last week.

Linseed oil prices have registered a sharp advance. The volume of business being done at present is reported as fairly satisfactory, and collections are stated as good. Little change in market conditions is looked for until the fall trade becomes more pronounced and the result of the harvest is assured.

## Netting Prices Maintained

**London, Ont.**

The Canadian make of poultry netting is still in good demand, and the 1 and 2 inch mesh are the best selling sizes. Quotations remain unchanged at list plus 10 per cent.

## Hot Weather Stimulates Screen Wire Sales

**London, Ont.**

A big sale is reported for screen wire cloth, especially during the past week. This is mainly attributed to the exceptionally warm weather, and the resultant desire to keep out flies, and other pests of this nature. Prices are unchanged, the quotations on the painted black screen remaining at $3.50 per 100 square feet.

## Window Glass Sales Reported Fair

**London, Ont.**

The current movement in window glass is reported as satisfactory for the present season of the year. Prices are being well maintained, with quotations at the following range:—

WINDOW GLASS.

| | |
|---|---|
| Single diamond, off list | 50% |
| Double diamond, off list | 50% |
| Cut lights, off light list | 60-10% |

## Demand for Paris Green

**London, Ont.**

The seasonable demand for insecticides is still apparent and numerous sale are recorded in paris green. Prices remain unchanged as follows:—

PARIS GREEN

| | |
|---|---|
| ½ lb. pkgs., per lb. | $ 0.52 |
| 1 lb. pkg., per lb. | 0.50 |
| 25 lb. drums, per lb. | 0.48 |
| 50 lb. drums, per lb. | 0.46 |
| 100 lb. drums, per lb. | 0.46 |

## Good Demand For Tools

**London, Ont.**

The current demand for garden and harvest tools continues good, and dealers report a fair amount of business in these seasonable lines. The quotations are unchanged, at list less 50 and 10 per cent.

## Dry Arsenate of Lead in Seasonable Demand

**London, Ont.**

Following the recent hot weather, a strong demand for arsenate of lead has been recorded. Present prices are being well maintained at the following:—

DRY ARSENATE OF LEAD.

| | |
|---|---|
| ½ lb. pkgs., lb. | $ 0.46 |
| 1 lb. pkg. | 0.44 |
| 5 lb. drums | 0.42 |
| 10 lb. drums | 0.39 |
| 25 lb. drums | 0.36 |
| 50 lb. drums | 0.34 |
| 100 lb. barrels | 0.32 |

## Fair Sale for Nails

**London, Ont.**

Orders for nails are fairly numerous, but the purchasers are mainly in small quantities, and the total sales are still light. There have been no further price changes, the recent revisions being well maintained. Current quotations are:—Wire $4.30 base, and cut nails $5.45 base.

## White Lead Steady

**London, Ont.**

Prices on white lead in oil continues unchanged, and a fair market tone is still maintained. Following are the current quotations:—

WHITE LEAD IN OIL.

| | | |
|---|---|---|
| Pure, per 100 pounds | $ 15.05 | $15.40 |
| Elephant, per 100 pounds | 15.55 | 15.90 |

### Wringer Quotations also Lowered

**London.**

A revision in the discounts now brings lower quotations in effect on wringers. The new price is 30 per cent off list, compared with the previous discount of 25. This decrease was announced in conjunction with the price revision on washing machines.

### Revised Discounts on Washing Machines

**London.**

New lower prices are now announced on washing machines. The decrease is approximately 7 per cent., with the revised discount quotation now being 30 per cent. off list.

### Turpentine Price Revised Downward

**London.**

New lower prices are announced this week on turpentine. The extent of the decrease amounts to 3 cents per gallon. Following are the revised quotations:—

TURPENTINE.

| | |
|---|---|
| 1 Bbl. Lots, Imp. Gal. | $ 0.97 |
| 2 to 4 Bbl. Lots, Imp. Gal. | 0.96 |
| 5 Gal. Lots, Imp. Gal. | 1.12 |

### Linseed Oil Price Higher

**London.**

A sharp advance in the price of Linseed oil, is one of the features of the current markets. The new price is 7 cents per gallon higher than former quotations. Following are the latest revisions:—

LINSEED OIL.

| | Raw | Boiled |
|---|---|---|
| 1 to 2 Bbls., Imp. Gal. | $1.02 | $1.05 |
| 3 to 5 Bbls., Imp. Gal. | 1.01 | 1.04 |
| 6 to 9 Bbls., Imp. Gal. | .99 | 1.02 |

Less Bbls. add 15 cents per gallon.

### Fair Demand Shown for Harvest Rope

**London, Ont.**

There is a fair movement now recorded on harvest sizes of rope. The recent revisions prices are still holding, and the following are present quotations:—

ROPE.

| | |
|---|---|
| Pure manila, base | $ 0.23 |
| Beaver Manila, base | 0.19 |
| New Zealand Hemp | 0.19 |
| Sisal | 0.17 |

### Putty Sales Normal

**London, Ont.**

A fair volume of sales for putty are reported locally. The present movement is considered well up to expectations for this season of the year. The following unchanged quotations prevail:—

PUTTY.

| | Per 100 lbs. |
|---|---|
| Standard, in 100-lb. drums | $ 7.05 |
| Do in 25-lb. drums | 7.30 |
| Pure, in 100-lb. drums | 8.55 |
| Do., in 25-lb. drums | 8.80 |

### Seasonable Sale for Fly Oil

**London.**

Good sales have been recorded recently for fly oil. This seasonable movement is mainly attributed to the spell of hot weather generally experienced. Prevailing quotations are unchanged as follows:—

FLY OIL—Dr. Williams.

| | |
|---|---|
| ¼ gals., doz. | $ 6.50 |
| ½ gals., doz. | 9.00 |
| 1 gals., doz. | 13.00 |

Crenoid.

| | |
|---|---|
| ½ gal., doz. | 8.00 |
| 1 gal., doz. | 11.50 |

### Lower Prices on Stove Pipe and Elbows

**Winnipeg.**

Declines are now recorded in the current quotations on stove pipe elbows and stove pipe. Following are the revised prices:—

STOVE PIPE.

| | |
|---|---|
| **Standard.** | |
| 6 | $ 17.10 |
| 7 | 18.95 |
| **Ready to Rivet.** | |
| 6 | $ 14.80 |
| 7 | 16.65 |
| **Riveted.** | |
| 6 | $ 15.25 |
| 7 | 17.10 |
| **T. Pipe.** | |
| 6 | $ 3.95 |
| 7 | 4.30 |
| **ELBOWS.** | |
| **Heavy.** | |
| 6 | $ 2.55 |
| 7 | 2.90 |
| **Light.** | |
| 6 | $ 2.25 |
| 7 | 2.50 |

### Tarred Felt Costing Less

**Winnipeg.**

In line with the lengthy list of price reductions is the new lower quotation on tarred felt. The present selling price is now $5.85.

### Prices on Bale Ties Reduced

**Winnipeg.**

Quotations are also down on hay bale ties, and these are now priced at $5.95, Fort William, and $6.60 at Winnipeg.

### Stove Pipe Wire Prices Lower

**Winnipeg.**

Included among the lower revision on wire product prices noted this week are the reductions on stove pipe wire. The new quotations are:—No. 18, $9.05, and No. 19, $9.55.

# *Winnipeg Markets*

WINNIPEG, July 27.—Numerous price changes are recorded on the hardware markets this week, and the majority of revisions are on a downward scale. Prominent declines noted cover black and galvanized piping, wire nails, fence staples and bright and annealed wire. Other quotations now on reduced levels include stove pipe wire, hay bale ties, tarred felt, stove pipe, soil pipe and fittings, and wrought iron nipples and couplings. Business is still comparatively quiet in the western provinces, although a number of seasonable lines have registered an improved movement during the past week.

### Reduced Quotations on Wrought Iron Nipples and Couplings

**Winnipeg.**

Lower prices are announced this week on wrought iron nipples and couplings. This decline is simultaneous with the reduction quotations issued on wrought piping. Following are the revised discounts:—

COUPLINGS—

| | |
|---|---|
| ⅛ to 4 in. | 20% off |

NIPPLES—

| | |
|---|---|
| Close or short: | |
| 4 in. and smaller | 40% off |
| 4½ in. and longer | 30% off |
| Long: | |
| 4 in. and smaller | 50% off |
| 4½ in. and larger | 40% off |

### Decline Noted in Quotations on Soil Pipe and Fittings

**Winnipeg.**

Through a revision in discounts, quotations on soil pipe and fittings are now lowered. The new prices are as follows:—

SOIL PIPE AND FITTINGS—
Soil Pipes, 2 and 3 in., 20% off.
4 in., 30% off.
5 and 6 in., 25% off.
8 in., 10% adv.
Fittings:
2 and 3 in., 40% off.
4, 5 and 6 in., 45% off.
8 in., 10% adv.

### Linseed Oil Slightly Advanced

**Winnipeg.**

A revision is also noted this week in the prices on linseed oil. The new quotation is slightly higher than formally, the selling prices now being, $1.20 per gallon in barrel lots for raw, and $1.23 for boiled.

### New Price on Three in One Oil

**Winnipeg.**

The price has also been lowered on Three in One oil, and the revised quotations are as follows:—

THREE IN ONE OIL—

| | |
|---|---|
| In Bottles, 1 oz. | $1.20 |
| 3 oz. | $2.45 |
| 8 oz. | $4.80 |
| In Cans, 3 oz. | $2.45 |

### Wire Quotations Lowered

**Winnipeg.**

Reductions are also noted this week on the base prices of annealed and bright wire. The revised quotations are as follows:—

ANNEALED WIRE.

| | |
|---|---|
| 0 to 9 | $ 5.40 |
| 0 to 10 | 5.46 |
| 0 to 11 | 5.52 |
| 0 to 12 | 5.60 |
| 0 to 13 | 5.70 |
| 0 to 14 | 5.80 |
| 0 to 15 | 5.95 |
| 0 to 16 | 6.10 |

BRIGHT WIRE.

| | |
|---|---|
| 0 to 9 | $ 5.65 |
| 0 to 10 | 5.71 |
| 0 to 11 | 5.77 |
| 0 to 12 | 5.85 |
| 0 to 13 | 5.95 |
| 0 to 14 | 6.05 |
| 0 to 15 | 6.20 |
| 0 to 16 | 6.35 |

### Price Decline on Fence Staples

**Winnipeg.**

New lower quotations are now announced on fence staples. The declines are in line with similar revisions in the current prices of wire products generally. Following are the prices now quoted:—Fort William, $5.30; Winnipeg, $5.95.

### Wire Nail Base Reduced

**Winnipeg.**

The cost of wire nails has again been reduced, and the base prices are now quoted as follows:—Fort William, $4.75; Winnipeg, $5.40.

Continued on page 56

# Dangers of Reduced Paint Stocks

## Timely Displays And "Educated Paint Salesmen" Are Biggest Factors For Large Turnovers.—"Stir Me Well" Should Be Stamped On Lid Of Every Can.—Well Sorted Stock on the Shelves Helps Keep Business up to Normal.

THE window and store displays form a great part of the programme of sales efforts in our paint department" said F. C. Lariviere of Lariviere Inc., Montreal. The windows are changed regularly, and feature the different products as the season advances. In the early months of Spring when the inside painting commences, floor paints, wall paints and finishes, furniture and woodwork stains and varnishes are displayed accompanied by housecleaning needs. Outside painting begins a little later, the windows are then rearranged, coupled with the advertising helps supplied by the paint manufacturer. The Fall campaign is not overlooked, benefits being derived through advertising as above.

However in Mr. Lariviere's opinion, the salesmen who have studied and learned the paint "game", and are in a position to educate the customers, are responsible for the furthering of the paint business in any store. "When a lady wants a varnish for a linoleum or oilcloth, she wants a clear and transparent finish. Therefore she should be sold the varnish prepared for this purpose. Dissatisfaction and loss of confidence could easily be instilled in this customer if when she applied the re-finishing coat she found it darkened the entire surface, and marred the pattern to a great extent. To-day a product is prepared or manufactured for practically every surface, and it is left to the salesmen to see that these are supplied for the proper use, thus making a host of satisfied customers", he continued.

### "Stir Me Well" Stamped on the Lid.

In this store as in practically every other hardware store a can of paint will be occasionally returned with a complaint of it being the wrong shade or it is too thin. Perhaps the party has applied a coat and now complains it will not cover the old surface as it should. "In ninety-nine cases out of every hundred of this kind the fault is the paint has not been properly stirred. I believe a good suggestion to the paint manufacturer would be to have stamped on the lid of every can where the user must see it before they pry the lid off the words "Stir Me Well" or some other sentence that would convey the utmost need of thorough stirring before using."

### Keeping Stock Well Sorted.

When Mr. Lariviere reads of the business methods that other merchants are following to-day he falls right in line, agreeing that buying should be done in smaller quantities and more often if necessary. There is one thing that should be strongly guarded against, however, in this method of carrying on a retail business namely, not to curtail the purchases to such an extent as to allow the stock to become under sorted. This applies to paint more than any other line carried by all hardware dealers in Mr. Lariviere's opinion.

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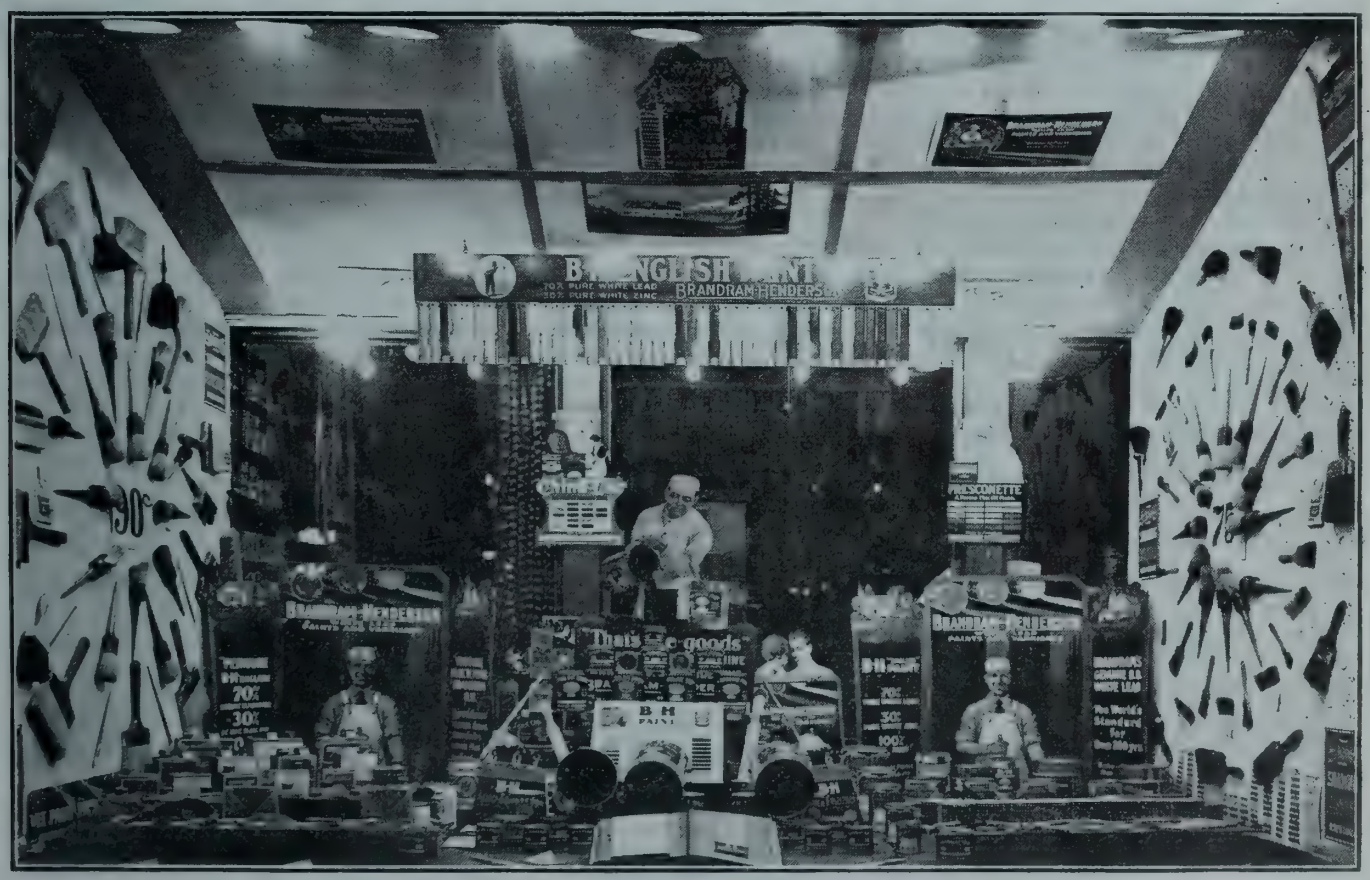


*Well arranged display of paints, varnishes, specialty lines and brushes by Lariviere Inc., Montreal. Following out the policy of keeping the paint stock well assorted and turning it over as rapidly as possible, this firm gives frequent attention in the windows to paint and painting accessories. Auto' enamels, colors, brushes, color panels and cards etc., are shown along with the various size cans of ready mixed paints. Special attention has been given the brush display on the panels at each side.*

# Photographic Record of Paint Jobs

THE old customer is the best customer—if he is handled right. With some dealers the tendency is to let the man who has just bought paint for his house drop quite out of sight, for the time being. He has been sold; he won't be in the market again for a couple of years anyway; likely he will postpone repainting for ten years. Anyway there is no need to bother with him just now. Better get after the fellows who haven't bought.

For the man who has once bought from you is the easiest prospect for you to sell again. He has been educated to the value and need of paint, or he wouldn't have bought at all. He has been educated to the value of your brand of paint in preference to others. or he wouldn't have bought from you. A lot of work that you still have to do with the new prospect has already been thoroughly done with the man you have just sold.

Hence, it will pay. and pay well, to keep a line on the actual customer, from the moment you sell him to the time when he is due to buy again.

He is almost sure to buy again from you—if he is thoroughly satisfied, and if you keep him in line as a future prospect a few years hence.

Some dealers consider that the quality of paint they sell is a sure safeguard of satisfaction. They handle nothing but good paint, hence their customers must get nothing but good jobs. Or, if they don't get good results, it is their fault, not your fault or that of your brand of paint.

This is absolutely true. But that does not prevent the dealer, of the very best brands of paint in the market, from getting the blame for the occasional unsatisfactory results secured by people who buy good paint but don't know how to put it on.

A great many wide-awake dealers realize this fact; hence the elaborate methods they employ to ensure satisfaction to their customers, even after the paint is sold and paid for.

Thus, one dealer makes it a point to find out whether the work is to be done by experienced painters or by the purchaser himself. If the latter, then advice is in order, as to the proper methods to use in applying the paint, the right sort of brushes to do the work both thoroughly and expeditiously, the proper methods to handle the brushes and lay on the paint—and above all, the weather conditions to guard against.

Many and many a time good paint is blamed when the coat blisters. Whereas, the blistering is due to sun and rain, plus carelessness. If paint is applied while the woodwork is wet the sun will draw out the moisture and the paint however good it may be, is pretty sure to blister and peel in places. Practical painters know this; but even practical painters in a hurry to get through a job are apt to take long chances. A timely word of warning to the paint purchaser, before the work is actually started, will put him on his guard.

Then too, it is worth while to urge sufficient coats, particularly where new work is concerned. Point out to the purchaser that the job will last longer and look much better with an extra coat and that the extra cost will be more than made up in the greater amount of wear secured.

Quite a few dealers make a practice of keeping systematic card index records of the jobs done with their paint. These cards show the name and address of the purchaser, location and dimensions of the house, colors used, amount of paint in each color cost by whom the work is done and weather conditions when the paint is applied. Then if there are complaints the dealer has the facts before him and can place the blame.

One dealer makes a practice of visiting each job while the work is in progress and making suggestions. Another takes a snapshot of every job. He has several large albums in his store full of such snapshots. One spring he put on a window display showing houses painted with his brand of paint the season before. Such material is excellent advertising; it can be used effectively in canvassing individual prospects; and it is valuable for reference. Thus it is an easy matter when the durability of the brand is called in question to turn back and show the prospect a photograph of a house painted years before and still in excellent condition.

The information collected and card-indexed in this way is useful in preparing estimates and suggesting color schemes when it comes to repainting.

The slogan of the wide-awake paint dealer is: "'If you're satisfied tell your friends; if you're dissatisfied, come straight to us." No shrewd dealer ever dodges a complaint. Rather he aims to meet it squarely, to locate and explain the trouble, and to adjust things wherever possible. If a satisfied customer is your best advertisement a dissatisfied customer who trumpets his dissatisfaction abroad is sure to do you a lot of damage. A lot of complaints will be avoided where suggestions are given before the work is done; but some complaints are bound to arise no matter how careful and helpful the dealer may strive to be. Meet these complaints promptly and squarely. It's the only way, if you want to build business.

A year, two years at most, is long enough to wait before putting your old customer on a new prospect list. He may not repaint at once; but it will pay you to get after him early and to keep after him right along.

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(Continued from Page 49)

Being located in a manufacturing centre with paint producers right at his door, this merchant is in a better position to safeguard against the paint stock becoming too low than merchants in the outside areas. However with a close surveillance kept on the paint shelves, and stocks replenished by "rush" mail or telegraphic orders, dealers at outside points can meet the requirements perhaps with equal results. In other words, dealers' stocks are low, the paint shelves are not filled to capacity as in other years. Merchants will endeavor to turn over as much paint with less money tied up. To accomplish this it will require closer methods, and closer dealings with the manufacturers or jobbers.

## Do You Want a Real Selling Idea?

Of course you do. Every progressive hardware merchant wants all the good ideas he can get to increase his turnover under present conditions.

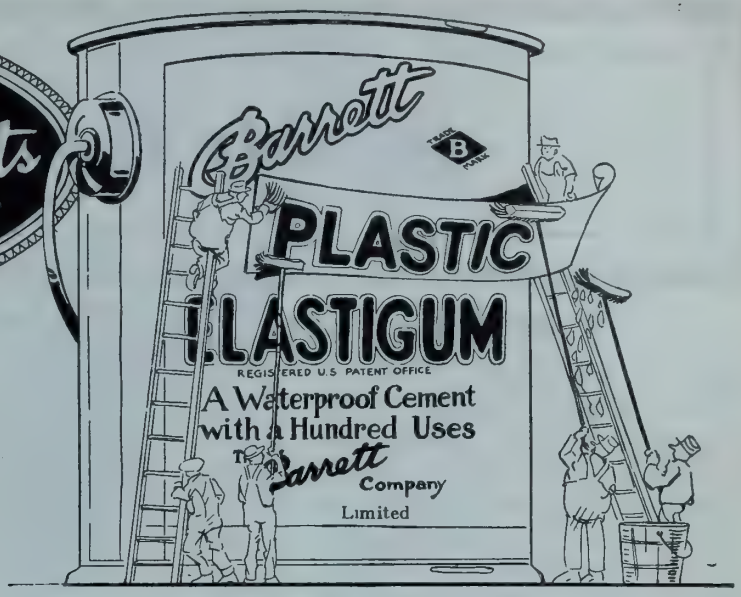
To this end a special article will appear in the August 20 issue of Hardware and Metal (the Annual Fall Number).

For this we must have at least one good idea from YOU. This is a co-operative plan. You give an idea and you get a number of them in return. Isn't that fair?

All right. Then you do your part now by sending in to The Editor, Hardware and Metal, 143 University Ave., Toronto, details of some novel idea you have worked out recently which has helped to increase business or to facilitate trade in any manner.

The Editor hopes to receive a letter from YOU within the next week setting forth your suggestions. Help yourself by helping the hardware trade as a whole.

Barrett Roofings, Cements Industrial Paints etc.




# Start these money-making cements to work for you today—

Don't sit back, waiting for the building boom, and let live, *immediate profits* slip right through your fingers. All around you are roofs—hundreds of 'em—in pressing need of patching and repairs. Don't miss this trick—don't pass up the profits in this roof-repair business.

*Tell* folks in your community how easy it is to renew their old roofs with Barrett Roof Repair Materials. Let 'em know your store is headquarters for these famous roof-repair materials. Go after this business hard, and then—watch the profits roll in.

## Plastic Elastigum

A tough, elastic, waterproof, acid-proof cement with the consistency of thick molasses. There are so many uses for this ever-ready patching cement that it is known generally as "The Waterproof Cement with a Hundred Uses."

It is extremely easy to apply with trowel or putty-knife to any surface, wet or dry. It expands and contracts with surfaces of all kinds, whether metal, stone, concrete, wood, glass, glazed brick or terra cotta. Among its many uses, it is particularly useful—for flashing work of all kinds; for waterproofing gutters; for damp-proofing parapet and fire walls above flashings, for stopping leaks in roofs, around chimneys, skylights, etc.

## Liquid Elastigum

A high-grade cement in liquid form, unequalled for recoating old and worn felt, metal, and "rubber" roofings. It actually gives new life to old roofs by forming a tough, weatherproof coating over the entire surface.

It not only seals cracks and small holes against moisture, but it is of sufficient body to level small hollows, and reinforce weak spots.

Liquid Elastigum is composed of non-volatile oils combined with asbestos fibre. It is applied very easily with brush or squeegee, and because of its fibrous nature, spreads in a thicker layer than ordinary roof paint.

Liquid Elastigum is also very economical, one gallon covering from 100 to 250 square feet, depending upon the surface to be painted. Even after years of service it is still tough and elastic.

## Dependable Products that bring Big Profits

By carrying and recommending Barrett Plastic Elastigum and Barrett Liquid Elastigum you'll not only swell the total on your sales sheet, but you'll create genuine customer good-will by furnishing tested products that are sure to give satisfaction.

The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG
VANCOUVER, ST. JOHN, N.B. HALIFAX
N.S.


If interested, tear out this page and place with letters to be answered.

# Weekly Paint Markets

## Montreal

MONTREAL, July 27.—Changes in prices on both turpentine and linseed oil draw attention to the paint market this week. Turpentine is again easier and a reduction of 12 cents per gallon is made in some quarters. This immediately follows the marked advance made last week, following the report of a loss in one of the Southern ports. Linseed oil has been increased in most quarters 2 cents per gallon, while lower prices are still held by some firms. Fluctuations continue in the flax market, thus varying the local quotations on the oil products. Remaining steady practically all week, the market again showed easier signs in the last two days, some firms bringing their oil quotations down in accordance.

White lead in oil, and putty prices, remain unchanged with very little alteration in market conditions, the unsettled feeling still existing and lower prices quoted to obtain business. Quotations on putty are steady and little if any improvement shown in demand in recent weeks, although more activity is expected with the approach of the fall months. Window glass has now taken on a much healthier market situation. The new Montreal list having a decided settling effect on the trade. Plate glass prices are 60 per cent. off list, and while a temporary shortage is now existent, supplies are expected in the very near future, from Belgium.

### Decline in Turpentine

**Montreal.**

Following the marked advance in turpentine quotations last week, when prices registered over the dollar mark, a decrease in prices is made this week, bringing quotations now generally down to 95 cents, with an easier tone again prevailing in the market from all sides. Locally, prices vary among the different jobbing houses, and 90 cents is quoted from a few sources. The report of the loss of 12,000 barrels by a ship fire in a Southern port did not reflect the anticipated effect on the market. Rather than prices maintaining a higher level for a few weeks until the loss could be overcome, prices immediately tumbled to previous levels. Activity in turpentine continues to record a falling off and little strength is expected in the hot summer months to follow. Following are the present local quotations:

**TURPENTINE**

| | Per Imp. Gal. |
|---|---|
| 1 barrel lots | $ 0 90 to 0 95 |
| 2 to 4 barrel lots | 0 88 to 0 93 |
| Broken lots | 1 05 |

### Linseed Oil Fluctuates

**Montreal.**

Prices on Linseed Oil now vary among the different crushers and jobbing houses, due to the continued fluctuating of the flax seed market. With some houses, quotations at the close of this week have increased 2 cents per gallon, bringing prices now up to 95 cents for raw and 97½ cents for boiled, in one barrel lots. Other sources are quoting as low as 7 cents a gallon under these prices.

During the week the flax market remained fairly steady when the close brought an easier tendency and the resulting decreased levels. Activity has lessened considerably in the past few weeks, especially in recent days, and with a lull continuing, as usually exists with the warm weather, very little assistance can be given towards a strong market. There has also been a remarkable advance in value and demand for export in oil cake recently, due no doubt to the unusual heat and drought in Western Europe, this always reflecting on oil prices. However, reports from the North-West, state the recent high temperature has had its ill effects on the flax crop, and this with the decreased acreage this year, would tend towards higher ruling oil prices. Local general quotations are the following:

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | $ 0 95 | $ 0 97½ |
| 3 to 4 barrels | 0 93 | 0 95½ |

Broken lots, add 10c gal.

### Glass Situation Improved

**Montreal.**

The temporary shortage of plate glass will undoubtedly be totally relieved in the very near future, as shipments from Belgium are expected in the next few days. Prices are also expected to remain steady at 60 per cent. off list.

The Montreal window glass list, effective at the beginning of this month, has had the desired effect on the local market, the situation now being much healthier than in past months. With the Fall demand approaching, an improvement is anticipated in glass activities, as the demand is very quiet. The Belgian market is little changed in recent weeks, production still at a very low ebb. This also will be improved as the demand becomes heavier, as it is felt that if no weakening is manifest with present conditions, fall trading will bring the improvement looked for. Following is the Montreal glass list:

### Decline in Paint Trade

**Montreal.**

Activity in the paint trade registers a marked falling off with the recent warm weather. Manufacturers state that orders are coming to hand quite satisfactorily considering the season of the year, but not in comparison with the steady flow all during the spring months up until the first of July. A few enquiries regarding Fall trading are coming to hand, but it is yet early, and manufacturers are not expecting much buying in advance for this, but anticipate renewal of activities, as painting during the fall months is gradually gaining popularity. Prices are held on all lines with little change expected until September at least.

### Reduction in Black Enamels

**Montreal.**

A reduction has been made in Everjet black enamels, and following are new prices on 2 and twelve dozen crates: 2 dozen, $1.45 dozen; 12 dozen, $1.40 dozen.

## Toronto

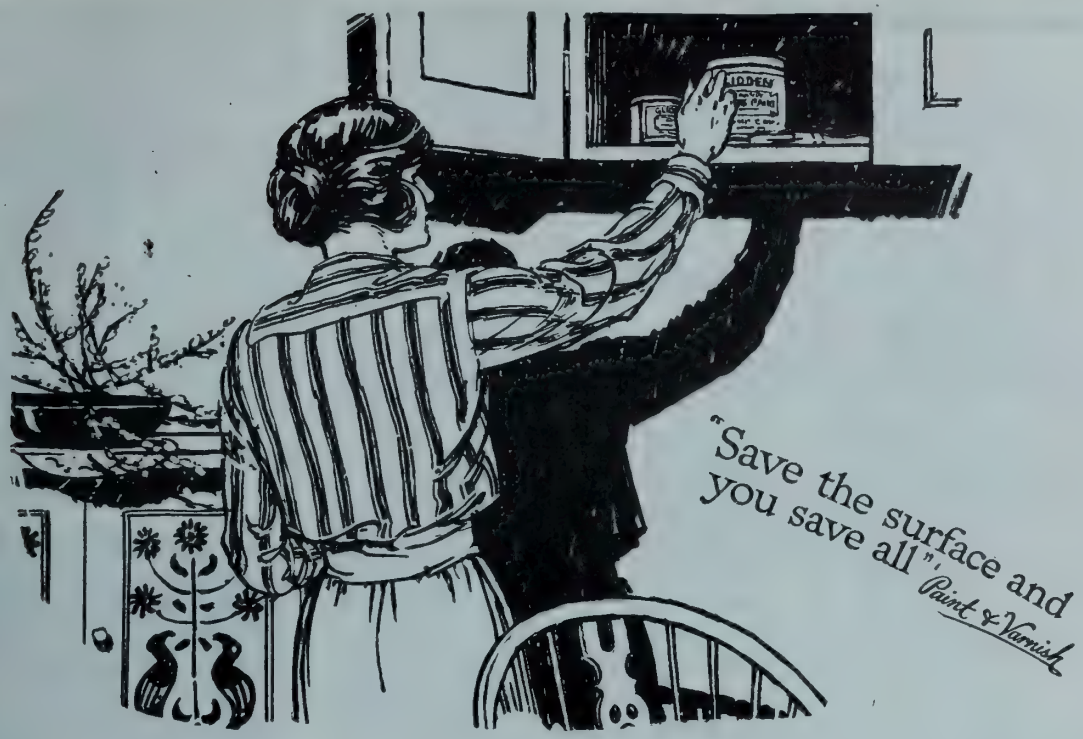
TORONTO, July 27.—Turpentine and linseed oil continue to feature the current weekly paint market reports with alternating fluctuations. Folloing the stronger tone on these products and the higher price levels recently recorded, a five cent decrease in quotations on both linseed oil and turpentine is announced this week. This revision brings turpentine prices back to 95 cents per gallon, while the decline changes quotations on linseed oil to 97 cents for raw and $1.00 for boiled.

The movement of paints, varnishes and paint products has recently registered a falling off in demand, when compared with the marked activity recorded earlier in the season. The present volume of paint sales, however, is reported by manufacturers and distributors to be fairly satisfactory, considering the usual conditions governing the paint industry during the months of July and August. Prices on paints and paint products are still being maintained at the levels which have prevailed up-to-date; manufacturers stating that production costs do not warrant any price reductions at this time.

The new regulation covering the shipment of paris green by the various Express companies, is of special interest in view of the firm demand for this product. Insecticides generally are in strong favor because of the marked prevalence of the potato bug and similar pests.

The glass situation remains generally unchanged, with a scarcity now reported in certain sizes of double diamond, owing to the reluctance of jobbers to replenish stocks at the increased replacement costs.

(Continued on page 54)




# Sell the Home Shelf Idea

There is a constant need for paints, varnishes and finishes around the home. Furniture becomes scarred, linoleum gets dull; woodwork fades, stovepipes rust—and many other surfaces about the home need frequent refinishing.

You can make this business a source of great profit for you. Sell the housewife on the idea of always having some on hand for immediate use. That's the way she saves upkeep expense and keeps things about the home spick-and-span—always. Glidden Jap-a-lac is just the thing for this purpose. It is made in a variety of practical colors, ready for immediate use.

*Write to-day for complete line and other information.*

**THE GLIDDEN COMPANY, LIMITED**
**Toronto, Ont.**
***Branches at Montreal and Winnipeg***

## Turpentine Quotations Also Drop

**Toronto.**

A five cent decrease in turpentine quotations is included among the feature events of the current week's market reports. This change now puts the current price back to 95 cents per Imperial gallon on 1 barrel lots. The strong tone recently in evidence on the turpentine markets, caused through the loss of the steamer, Western Front, in a southern port, has suddenly faded. It was recorded that the available supplies had been sharply depleted, and that in all probability the turpentine situation would develop a strong price tendency as a direct result. This condition, however, proved to be of a temporary nature only, and quiet trading is again the rule. Large transactions are conspicuously absent from the markets, with present purchases still being for small quantities covering immediate requirements. The prevailing demand is remarkably less when compared with the volume of business recorded earlier in the season, but a more modified tone of trade is usual at this time of the year. Following are the revised prices on turpentine:

**TURPENTINE**

| | |
|---|---|
| 1 barrel lots, per Imp. gal ..... | $ 0 95 |
| 2 to 4 barrel lots, per Imp. gal ..... | 0 94 |
| 5 gallon lots, per Imp. gal. ..... | 1 10 |

## Linseed Oil Price Recedes

**Toronto.**

Fluctuations are the life of the linseed oil markets, according to prevailing quotations. Following on the 7 cent advace recorded last week, prices have receded five cents per gallon this week, which change now brings the level on linseed oil back to 97 cents for raw and $1.00 for boiled on 1 to 2 barrel lots.

The flax seed market continues to rise and fall sharply almost daily, and this condition is accountable for the marked variations recently evident in linseed oil quotations. Following are the latest revisions:

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrel lots, per gal. .... | $ 0 97 | to 1 00 |
| 3 to 5 barrel lots, per gal. ..... | 0 96 | to 0 99 |
| 6 to 9 barrel lots, per gal. .... | 0 94 | to 0 97 |

Less Barrels, add 15c per gal.

## New Express Ruling Covers Shipments of Paris Green

**Toronto.**

A new ruling affecting the shipping of Paris Green has now been announced by the Express Companies. This revised regulation is to the effect that these transportation bodies will only receive shipments of Paris Green when this product is packed in metal containers. It is stated that cardboard or paper packages, even when encased in corrugated boxes will not be received. The reason given is the more or less frequent breakages which have occurred, and the consequent contamination of eatables or other perishable shipments with which the loose contents of packages broken through various causes might come in contact. Freight regulations in this respect have not as yet been altered.

Dealers report that sales of paris green continue in unabated quantity. The prevalence of the potato bug and similar pests was pointed out from different quarters earlier in the season, but the opinion is now expressed that such predictions were not in the least exaggerated. Reports have been received of poor prospects of potato crops from several districts, and this condition has been reflected in merchants' sales of insecticides generally.

## Plate Glass Insurance Rates

**Toronto.**

Announcement has recently been made in the United States glass markets that insurance rates on plate glass will be reduced 33 1-3 per cent., effective from August 1. This reduction, however, does not affect the situation in Canadian insurance circles, according to the opinion expressed by the head of the insurance department in one of the leading liability companies in this city, when interviewed by Hardware & Metal.

It was pointed out that while the insurance rates are primarily based at 6 to 7 per cent. of the total value of the plate at the time the glass is purchased, and any drastic change in the cost is ultimately reflected in the levelling of such rates, yet the insurance base figure is generally staple, as far as possible, and is not subjected to the average range of fluctuations in the markets, such as affect the prevailing glass quotations.

Plate glass insurance rates in Ontario and other parts of Canada, showed a 25 per cent decline comparatively recently, and at that time the corresponding decrease in the American insurance circles was on a very much smaller scale. The present reduction, therefore, is more in the nature of conforming to current levels effective here, although very little difference is evident in the contributory causes affecting any rate re-adjustment.

Future changes in the existing insurance rate levels, are not likely for several months ,according to such statements, as the local scarcity of plate glass and the consequent higher replacement cost, are all factors entering into the maintenance of present plate valuation. It is thought that only a marked change in glass prices would cause any revision in future insurance rates.

## Paint Movement not so Brisk

**Toronto.**

Current orders for paints, varnishes, and paint products have recently registered a marked falling off when compared with the very brisk activity that was recorded during the spring and early summer. Manufacturers and distributors of paint, however, report that the present movement is fairly satisfactory for this season of the year, July and August usually being dull months on these lines. Prices on all lines are still being generally maintained, but whether any future revisions to a lower scale will be made effective in the early fall, is stated as problematical and difficult to ascertain at this time.

Manufacturers still present the claim that production costs have not been reduced to a level where corresponding decreases in the price of paints are compatible with the current situation. The opinion has been expressed, however, that the popularity of fall painting would be generally stimulated should any future declines be apparent before any expected movement in this direction is under way.

## IMPORTS OF ROSIN AND TURPENTINE

During the month of May, Canada imported from the United States, naval stores as follows:—Rosin, 3,887 lbs. valued at $28,835, spirits of turpentine 123,270 gals. valued at $76,669.

## WINNIPEG MARKETS

Contiuued from page 48

## Lower Quotations on Wrought Iron Piping

**Winnipeg.**

Prices on wrought iron pipe have been generally revised on a downward scale. The new list, No. 52, is shown as follows:—

**LIST No. 52.**
**July 11, 1921.**

**BLACK PIPE, f.o.b.**

| Size Ins. | Winnipeg | Calgary Edmonton Lethbridge and Medicine Hat Add to Win'p'g Price | Saskatoon Add to Win'p'g Price | Regina Add to Win'peg Price | Brandon Add to Winp'g Price |
|---|---|---|---|---|---|
| ⅛ | $ 5.40 | $ .30 | $ .20 | $ .17 | $ .11 |
| ¼ | 5.18 | .53 | .34 | .30 | .19 |
| ⅜ | 5.31 | .70 | .45 | .40 | .26 |
| ½ | 6.98 | 1.05 | .67 | .59 | .38 |
| ¾ | 8.37 | 1.40 | .90 | .79 | .51 |
| 1 | 11.97 | 2.08 | 1.34 | 1.17 | .75 |
| 1¼ | 16.25 | 2.80 | 1.80 | 1.57 | 1.00 |
| 1½ | 19.40 | 3.35 | 2.15 | 1.88 | 1.21 |
| 2 | 26.10 | 4.50 | 2.88 | 2.52 | 1.62 |
| 2½ | 42.35 | 7.18 | 4.60 | 4.02 | 2.68 |
| 3 | 55.40 | 9.42 | 6.03 | 5.28 | 3.39 |
| 3½ | 73.08 | 11.25 | 7.20 | 6.30 | 4.05 |
| 4 | 86.40 | 12.33 | 8.53 | 7.46 | 4.80 |
| 4½ | 99.00 | 15.61 | 10.04 | 8.75 | 5.62 |
| 5 | 114.30 | 18.12 | 11.60 | 10.15 | 6.52 |
| 6 | 147.60 | 23.45 | 15.00 | 13.14 | 8.44 |
| 7 | 220.50 | 29.00 | 18.62 | 16.28 | 10.46 |
| 8L | 233.10 | 31.25 | 20.00 | 17.50 | 11.25 |
| 9 | 320.40 | 42.20 | 26.96 | 23.59 | 15.16 |
| 10L | 297,90 | 40.00 | 25.60 | 22.40 | 14.40 |

**GALVANIZED PIPE.**

| | | | | | |
|---|---|---|---|---|---|
| ⅛ | 8.55 | .30 | .20 | .17 | .11 |
| ¼ | 7.52 | .53 | .34 | .30 | .19 |
| ⅜ | 7.65 | .70 | .45 | .40 | .26 |
| ½ | 8.73 | 1.05 | .67 | .59 | .38 |
| ¾ | 10.67 | 1.40 | .90 | .79 | .51 |
| 1 | 5.39 | 2.08 | 1.34 | 1.17 | .75 |
| 1¼ | 20.84 | 2.80 | 1.80 | 1.57 | 1.00 |
| 1½ | 25.02 | 3.35 | 2.15 | 1.88 | 1.21 |
| 2 | 33.53 | 4.50 | 2.88 | 2.52 | 1.62 |
| 2½ | 54.32 | 7.18 | 4.60 | 4.02 | 2.68 |
| 3 | 71.10 | 9.42 | 6.03 | 5.28 | 3.39 |
| 3½ | 91.80 | 11.25 | 7.20 | 6.30 | 4.05 |
| 4 | 108.90 | 12.33 | 8.53 | 7.46 | 4.80 |
| 4½ | 124.20 | 15.61 | 10.04 | 8.75 | 5.62 |
| 5 | 144.90 | 18.12 | 11.60 | 10.15 | 6.52 |
| 6 | 187.20 | 23.45 | 15.00 | 13.14 | 8.44 |
| 7 | | 29.09 | 18.62 | 16.28 | 10.45 |
| 8 | | 31.25 | 20.00 | 17.50 | 11.22 |

Continued from page 39

business he is now developing through pushing the refrigerators, gas stoves, washing machines, electrical goods, tinware, enamel ware, and aluminum ware."

**Smaller Stock But Sorted.**

The turnover for the month of May in this store was in excess of the amount of money expended in goods brought in to replace. In other words, Mr. Goyette is still reducing his stock to the minimum while taking precautions to have an assortment in all lines. "It is very necessary that we hold our customers in times like the present and one of the best ways to accomplish this is to have what they ask for." states Mr. Goyette.

HILLCREST
A GUARANTEE OF QUALITY

# Hillcrest Shingle Stain

Ask the Hillcrest Salesman to explain this exceptional stain. It not only beautifies, but the creosote ingredient also preserves the surface in a most remarkable way.

Hillcrest Shingle Stain is much in demand for the artistic modern bungalows and other popular types of suburban and rural homes where shingles or rough finished timber are used. It is clear and uniform and gives splendid results whether shingles are dipped, sprayed or brushed.

*We also Manufacture:*

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

**Sanderson Pearcy & Co.**
**Limited**
**272 Van Horne St.**
**Corner of Dufferin Street**
**West Toronto - - Canada.**

# Hillcrest Paint Products

*Watch For Our Semi-Monthly Bulletin Next Saturday*

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Here is a popular high-grade all-cast type furnace in which you will be able to interest your customers without difficulty. You can assure them that a Williamson Pipeless Furnace will give all we say it does and eliminate the inconveniences so much to be feared by the careful purchaser.

# The Williamson Pipeless Furnace

has been devised to meet the demand that the popularity of this type of furnace has created and developed throughout the country

## Gives

Clean, even, adequate heat. Healthful, properly humidified air.

Efficiency and economy.

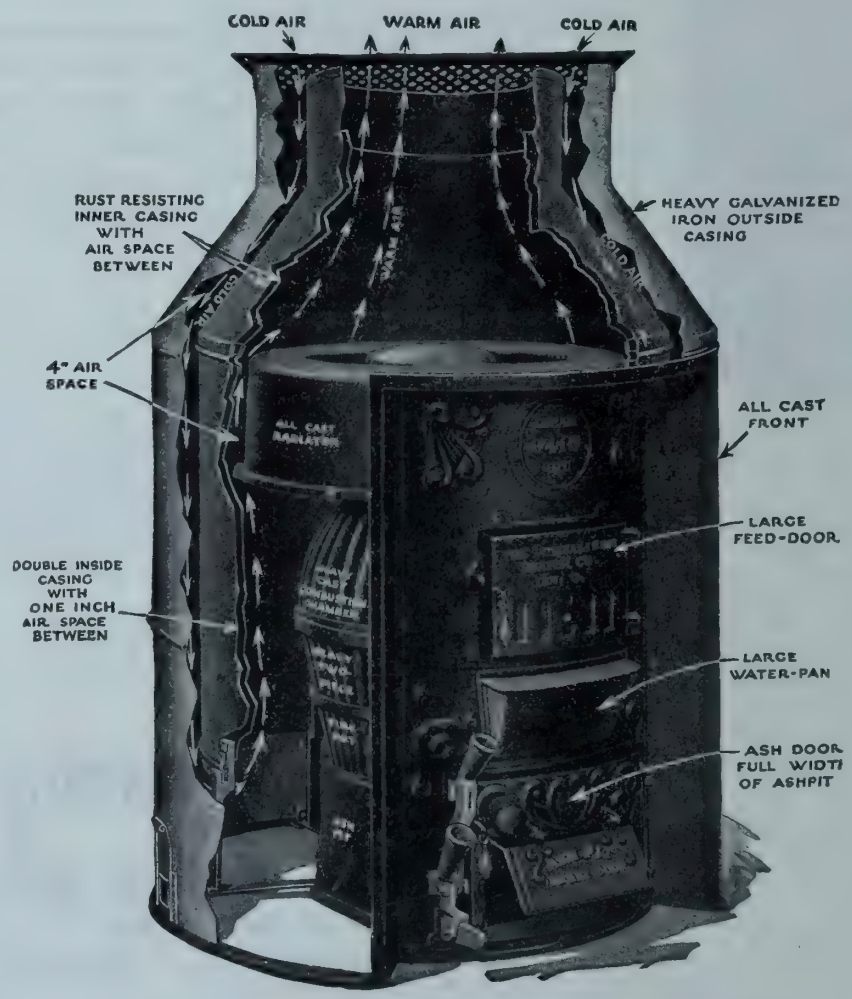
The fire in the cellar and warm air in the rooms above.

A cellar that is just right in space and temperature.

A clean, roomy house.

A safe heating plant, all heated parts surrounded by a jacket of cold air.

A guaranteed product, a sound investment.




Every Williamson Pipeless Furnace sold means a satisfied customer
Write today for complete information and prices

## Eliminates

The kind of heat that on a cold day freezes one side of the house and roasts the other.

High Temperature dry air—the best conductor of sickness.

Big fuel bills and cold homes.

The fire in the house and the heat out the chimney.

A cellar crowded with pipes and a cellar either freezing or too hot.

Space - taking stoves and grates with soot, ashes and coal dust all over.

The constant menace to a home and children from fire.

The worry and chance of a losing proposition.

## The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

*Protect* *Beautify* *Preserve*

## Every Shingle in Canada

with

# RAMSAY'S SHINGLE STAIN

Ramsay's Shingle Stain is

**"The Right Shingle Stain to Shingle Stain Right"**

A suggestion to your customers of the value and protection to their property by the use of *Ramsay's Shingle Stain* will greatly increase your turnover.

## A. RAMSAY & SON CO.

*The All-Canadian Manufacturers of Paint and Varnish Since 1842*

**MONTREAL**

**Toronto**
**49 Colborne Street**

**Winnipeg**
**123 Bannantyne Ave. East**

**Vancouver**
**167 Pender St. West**

*Edmonton District:*
**Revillon Wholesale Limited**
**Edmonton**

*Nova Scotia:*
**James Simmonds, Limited**
**Halifax, N. S.**

*Calgary District:*
**The McDonald-Baker Co.**
**818 8th Ave. W., Calgary**

# GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for one light of Glass or car-lots.

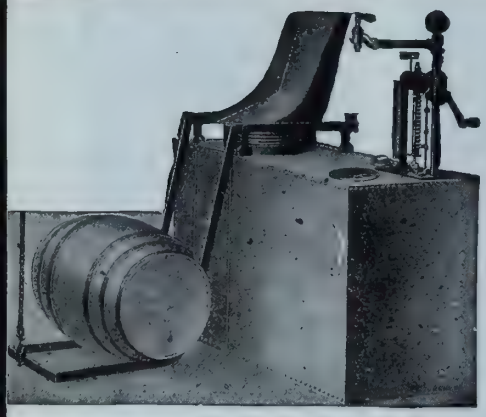
We are receiving quantities of Belgium Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Wire or Phone for Prices*

**Hobbs Manufacturing Company, Limited**

MONTREAL TORONTO LONDON WINNIPEG

# Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.

Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

## Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

**S. F. BOWSER COMPANY, Limited**
66-68 Frazer Avenue, TORONTO, CANADA
Sales Offices in All Centers Representatives Everywhere

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street


If interested, tear out this page and place with letters to be answered.

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

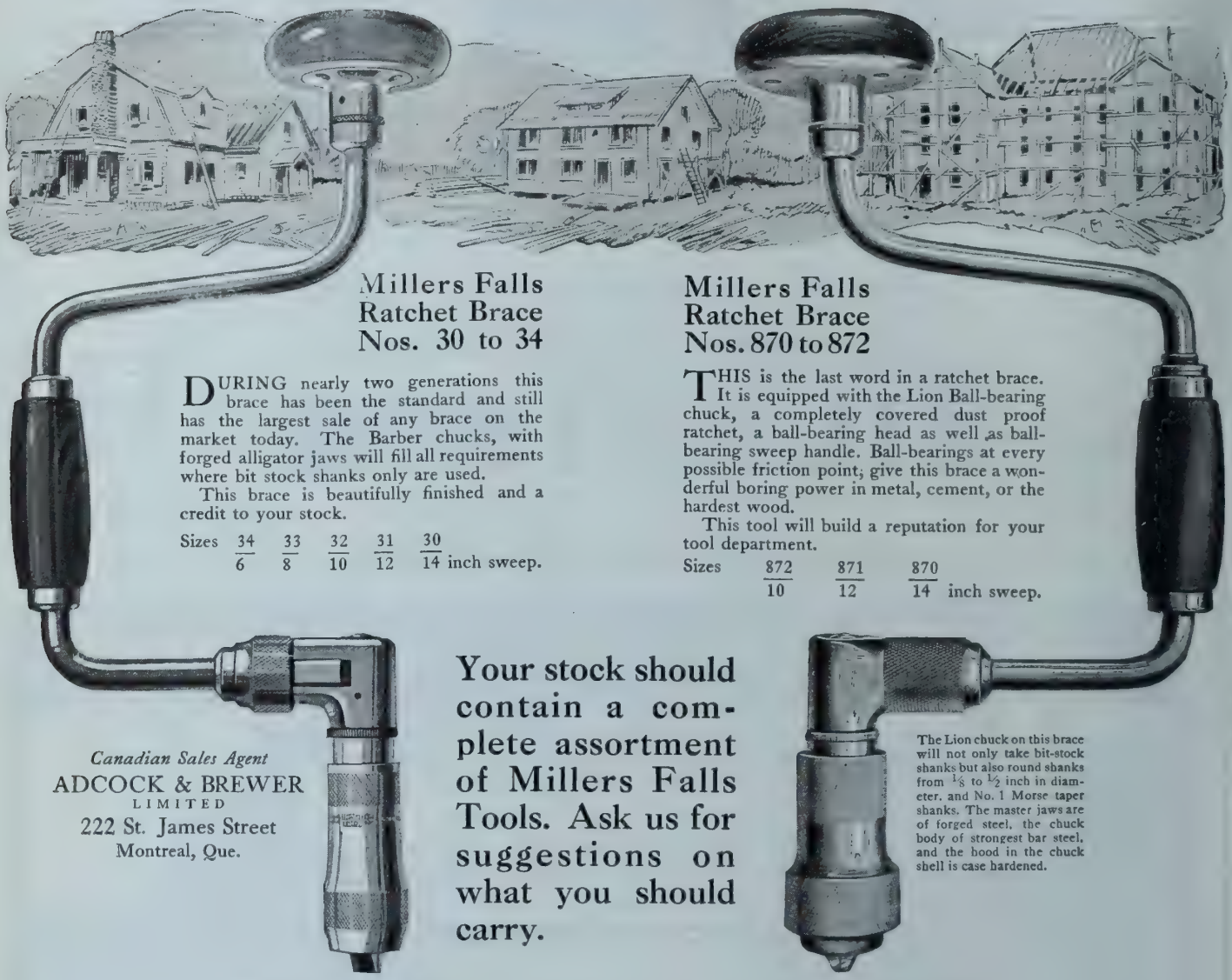
***Write and let us explain the advantage of an agency***

**G. F. Stephens & Co.**
**Limited**

***Paint and Varnish Makers***

**Winnipeg Calgary Edmonton**

# Millers Falls
## Braces



### Millers Falls Ratchet Brace Nos. 30 to 34

DURING nearly two generations this brace has been the standard and still has the largest sale of any brace on the market today. The Barber chucks, with forged alligator jaws will fill all requirements where bit stock shanks only are used.

This brace is beautifully finished and a credit to your stock.

Sizes 34/6 33/8 32/10 31/12 30/14 inch sweep.

### Millers Falls Ratchet Brace Nos. 870 to 872

THIS is the last word in a ratchet brace. It is equipped with the Lion Ball-bearing chuck, a completely covered dust proof ratchet, a ball-bearing head as well as ball-bearing sweep handle. Ball-bearings at every possible friction point, give this brace a wonderful boring power in metal, cement, or the hardest wood.

This tool will build a reputation for your tool department.

Sizes 872/10 871/12 870/14 inch sweep.

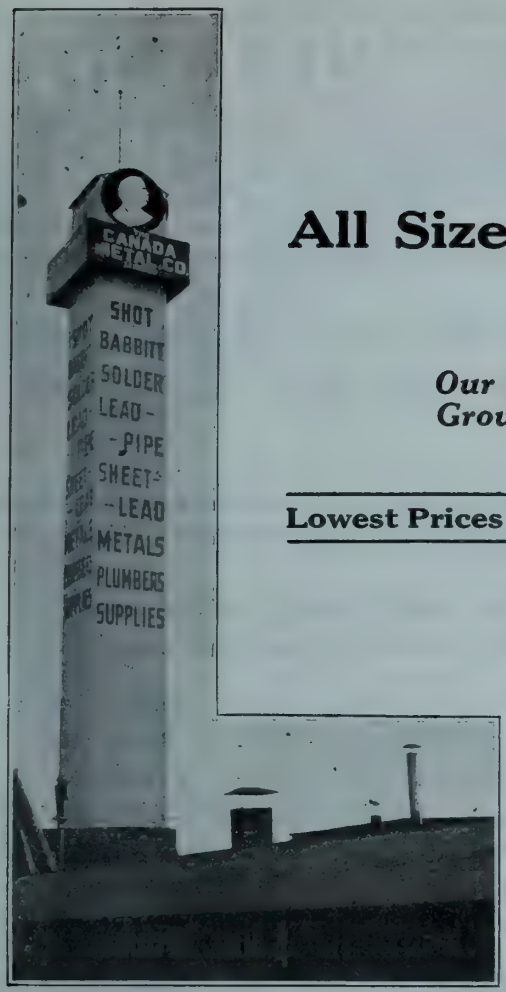
*Canadian Sales Agent*
ADCOCK & BREWER
LIMITED
222 St. James Street
Montreal, Que.

**Your stock should contain a complete assortment of Millers Falls Tools. Ask us for suggestions on what you should carry.**

The Lion chuck on this brace will not only take bit-stock shanks but also round shanks from 1/8 to 1/2 inch in diameter, and No. 1 Morse taper shanks. The master jaws are of forged steel, the chuck body of strongest bar steel, and the hood in the chuck shell is case hardened.

MILLERS FALLS COMPANY
MILLERS FALLS, MASSACHUSETTS (FOUNDED IN 1868)
*Manufacturers of "Millers Falls" and "Universal" Hack Saw Blades*

MILLERS FALLS TOOLS
SINCE 1868




# SHOT

**All Sizes** **25 Lb. Bags**

**Kegs or any weight**

***Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.***

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

**Toronto Montreal Winnipeg Vancouver**

# Window Glass

*Also Plate, Figured, Bent, and Ornamental Glass*

RED S

*Stained, Wired, Mirror*

***Order Early***

**The Toronto Plate Glass Importing Co., Limited**

**Don Roadway** **Toronto**

Why the Head Engineer Stands by

## "Maple Leaf" Belting

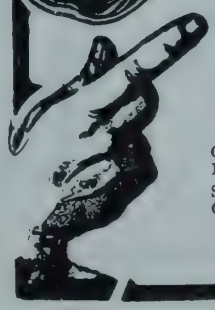
### Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co Limited
Hamilton Canada

GERMANTOWN

## LAMPBLACK

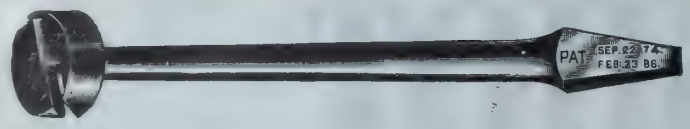


THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.




THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

# FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

## Stratford
***Builders' Hardware***

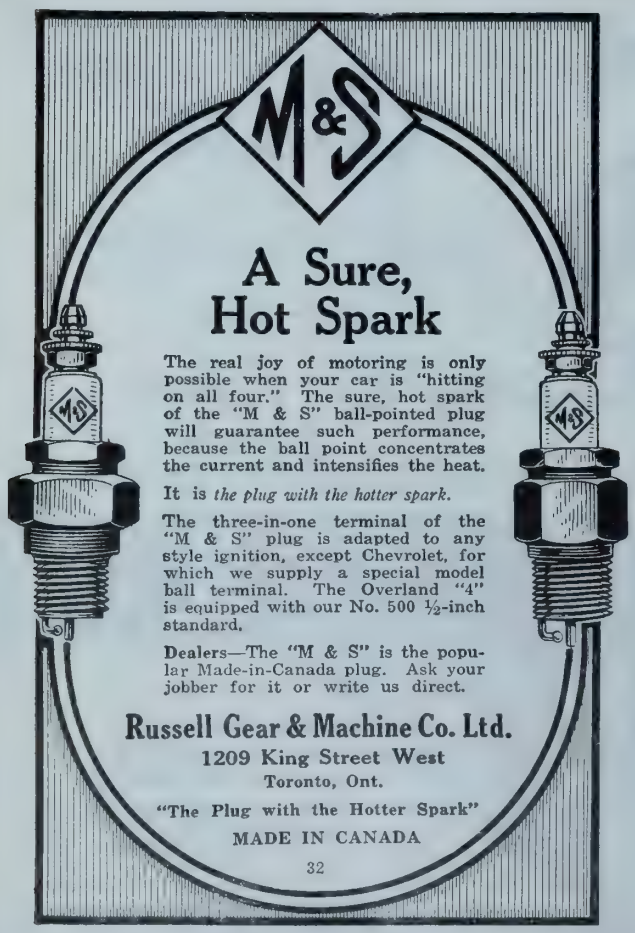
Is used in all good homes throughout Canada. Its reputation for quality and service is well-known.

We manufacture: Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**The Stratford Brass Company, Limited**
**Stratford, Ontario**

## For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.




## A Sure, Hot Spark

The real joy of motoring is only possible when your car is "hitting on all four." The sure, hot spark of the "M & S" ball-pointed plug will guarantee such performance, because the ball point concentrates the current and intensifies the heat.

It is *the plug with the hotter spark.*

The three-in-one terminal of the "M & S" plug is adapted to any style ignition, except Chevrolet, for which we supply a special model ball terminal. The Overland "4" is equipped with our No. 500 ½-inch standard.

Dealers—The "M & S" is the popular Made-in-Canada plug. Ask your jobber for it or write us direct.

**Russell Gear & Machine Co. Ltd.**
1209 King Street West
Toronto, Ont.

"The Plug with the Hotter Spark"
MADE IN CANADA

32

## A Quick Seller with Good Profits

Are you overlooking the demand that exists among owners of horses—farmers, teamsters, etc.—for a pad that will take the torture out of hard, ill-fitting collars?

TRADE MARK
**Ventiplex**
PADS

Are just what is required for horses. Carefully and scientifically made, these pads cushion the jerks, positively prevent sore shoulders, and enable the horse to put more vigor into his work.
Recommended to your customers, Ventiplex Pads are certain to make quick sales and good profits.

**The Burlington Windsor Blanket**
CO., LIMITED
Toronto - Ontario

# TINKER TOM'S TALKS.

Tinker Tom Talk No. 323—July 30th.

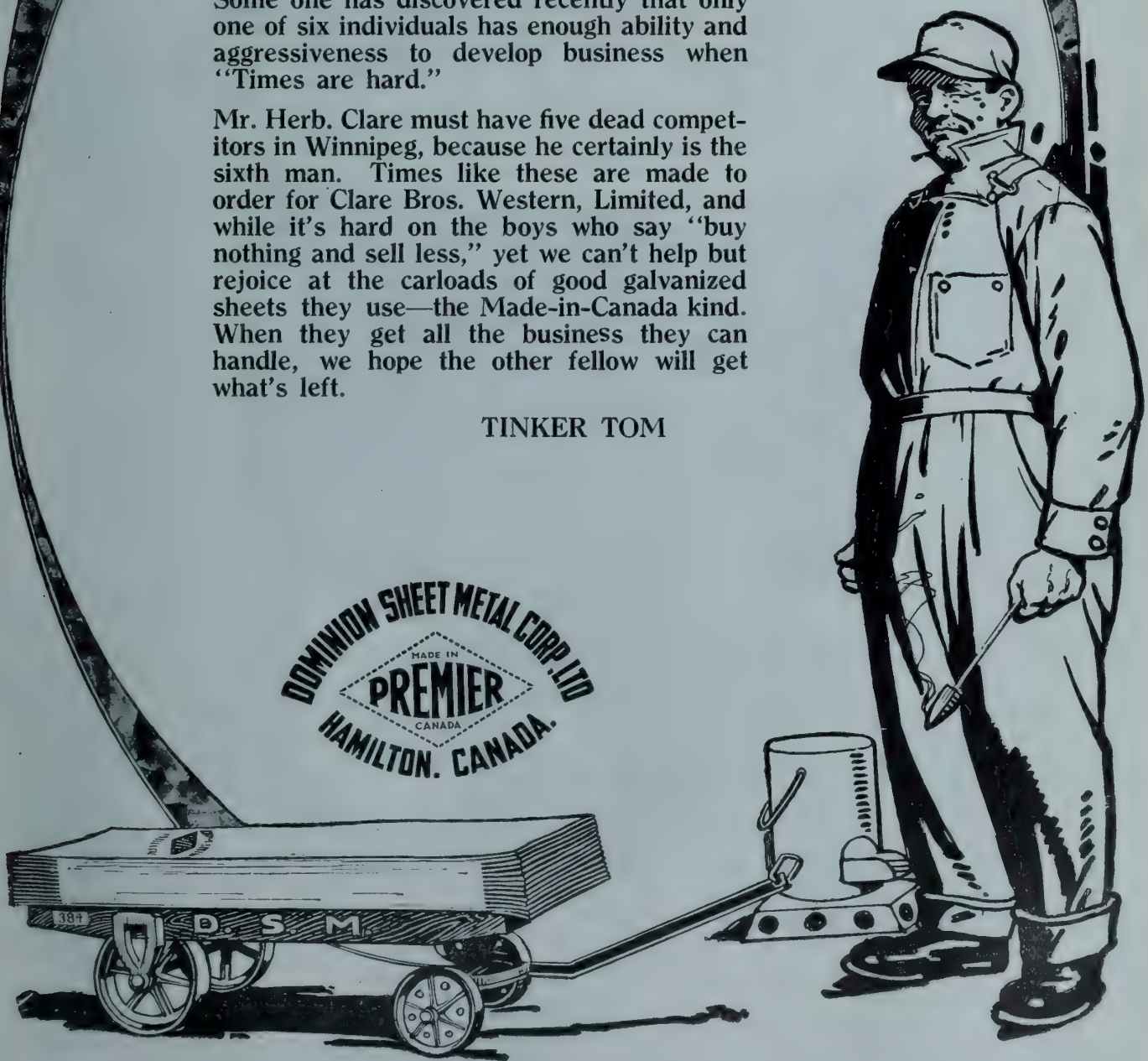
A little series on prominent users.

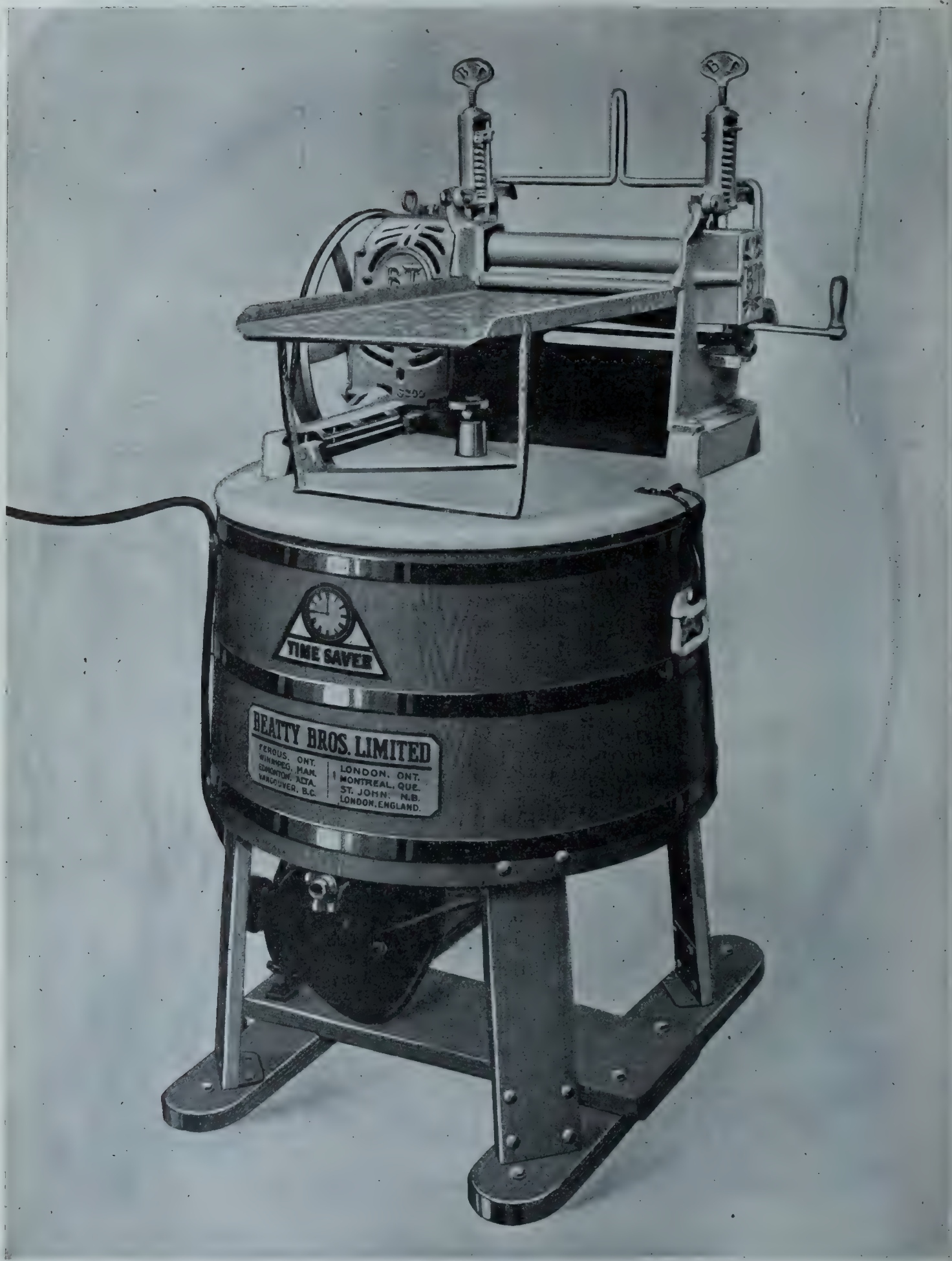
## CLARE BROS. WESTERN, Ltd., Winnipeg

Some one has discovered recently that only one of six individuals has enough ability and aggressiveness to develop business when "Times are hard."

Mr. Herb. Clare must have five dead competitors in Winnipeg, because he certainly is the sixth man. Times like these are made to order for Clare Bros. Western, Limited, and while it's hard on the boys who say "buy nothing and sell less," yet we can't help but rejoice at the carloads of good galvanized sheets they use—the Made-in-Canada kind. When they get all the business they can handle, we hope the other fellow will get what's left.

TINKER TOM




TIME SAVER
BEATTY BROS. LIMITED
FERGUS, ONT.
WINNIPEG, MAN.
EDMONTON, ALTA.
VANCOUVER, B.C.
LONDON, ONT.
MONTREAL, QUE.
ST. JOHN, N.B.
LONDON, ENGLAND.

# All the Improvements at Half the Price

## are given in the

# "WHITE CAP" TIME-SAVER WASHER

OF course, you are interested in an Electric Washing Machine which possesses every modern improvement and yet sells at half the price of the expensive machines!

Electric Washers are growing in popularity every day, but at the same time your customers demand VALUE. They want a complete machine, with every convenience, which they can buy at a reasonable price.

They get just that in the "White Cap"!! Just look at this list of modern improvements:—

**QUICK RELEASE ON WRINGER.** The handle on the quick release is large and conveniently placed. It allows the whole top wringer roll to lift—not just one side of it!! The whole roll can be lifted out and when put back no tension screws need tightening. Just throw the lever back into position!

**ELECTRIC SWITCH TO START AND STOP.** Another valuable improvement is the electric switch on the machine. This is placed just where the operator's fingers can get at it easily, and is yet absolutely protected from water and steam.

**12-INCH WRINGER ROLLS.** The Wringer Rolls on the White Cap are 12 inches wide—2 inches wider than on the former Time Saver and plenty wide enough to accommodate sheets or table cloths.

**HIGH WATER TABLE.** You will find the "White Cap" splendidly adapted for use in any kitchen or laundry. The high water table enables it to work with either stationary or ordinary laundry tubs. At the same time, it saves the operator from bending and stooping.

**EASILY OPERATED WRINGER LEVER.** No matter how heavily loaded the wringer may be, the new lever stops, starts, or reverses the wringer easily and quickly. No heavy pull is required—a child could work it under the heaviest load.

**HEAVIER TUB.** A wood tub keeps the water hotter, lasts longer, and is more easily kept clean than metal. To make sure that these tubs will last a lifetime, we now make them of clear B. C. Fir, which will not splinter, 1¼″ thick dressed down to 1 1-16″.

**EASY TO OIL.** All oil holes in the White Cap are easily reached. Just let down the hinged gear covers and every oil hole is in plain view, thus making oiling a quick and simple matter.

**OTHER IMPROVEMENTS.** Space does not permit of a detailed description of all the splendid new improvements in the White Cap. We can only mention some of them:

Guide rollers to feed clothes to wringer.
Swivel dolly knob that lies still in the hand as the lid of the machine is raised.
Guard for motor and belt.
Four castors—to make machine easy to move around.
All metal wringer instead of wood.
Larger pins, bearings and working parts.

## Has All the Former Advantages

The "White Cap" has all the advantages that made the Time Saver washer so popular.

It washes faster than any other. Dolly makes 60 double turns per minute, and the wringer is also speeded up to 60 revolutions.

All the operating mechanism is on one side of the washer—so that the operator can conduct every operation without changing her position or walking round the machine. The drive pulley is on the far side, out of the operator's way.

All parts are mounted on solid iron bed plate which will neither shrink nor warp. Working parts do not lose their adjustments.

You can raise the dolly before you raise or lower the lid. Clothes are not combed over to one side of the tub—dolly can be freed from the clothes before lid is raised. This is a patented feature—not provided on other washers.

In spite of all these advantages and improvements, the White Cap sells for about half the price of other machines possessing anything like the same features. Many features are patented and are not supplied by ANY other maker.

We help you to sell. We supply cuts, slides and show cards. We have an advantageous exclusive agency contract for aggressive dealers.

Write us for full particulars. Our nearest Branch will gladly send full details by return mail.

***Write for particulars to-day to***

## BEATTY BROS., Limited

**Fergus, Ont. London, Ont. St. John, N.B. Montreal Winnipeg**
**Edmonton Vancouver London, Eng.**

# Steady Growth of Export Trade

Exports of Canadian Manufactured Goods Increased From 5% of Total Exports in 1880 to 33% of Total exports in 1920—Canadian Products Well Received in Foreign Markets—Development of Merchant Marine Opens Up Many Trade Channels for Canada.

A SUBSTANTIAL increase has been noted in the percentage of exports of manufactured goods from Canada, as compared with exports of foodstuffs and crude materials during the past forty years.

In 1880, 95 per cent of our exports consisted of raw materials and foodstuffs and 5 per cent. of manufactured goods. Ten years later this had changed and in 1920 we find 67 per cent. of exports are crude materials and foodstuffs and 33 per cent. manufactured products. The following table shows the development in detail :—

| | Crude materials and foodstuffs | Manufactures. |
|---|---|---|
| 1880 | 95 per cent | 5 per cent |
| 1890 | 93 " " | 7 " " |
| 1900 | 91 " " | 9 " " |
| 1910 | 89 " " | 11 " " |
| 1915 | 79 " " | 21 " " |
| 1920 | 67 " " | 33 " " |

This increase in exports of manufactures indicates an increasing realization of the value of export trade. Exports of foodstuffs and crude materials do not represent the result of organized effort at opening up foreign markets for it is a natural overflow into the markets which are calling for such materials. But with manufacturers it is different. Most of the countries of the world are competing for a share of export business and the result is that competition as to suitability of goods and price is very keen. The fact that Canadian manufacturers have been able to secure an increasing hold upon foreign markets indicates that these manufacturers are desirous of extending their connections abroad and that their product meets with approval of foreign buyers.

### Export Clubs Being Formed.

In order to give closer study to the problems of export trade, and with an idea of establishing what lines are required most in foreign markets, export clubs are being formed among manufacturers in Canada. Such a club was recently formed in Toronto and plans are under way for uniting the firms interested in export throughout Western Ontario. To this end, a meeting is being called in Brantford at the end of this month. It is the ultimate hope to form a Canadian Association of exporters. Manufacturers realize that any efforts aiming to elevate the subject of export trade to its rightful position in Canadian national life, and to place it upon a scientific basis, deserves the strongest backing.

As far as ship-carrying capacity is concerned, Canada is constantly improving. The development of a fleet of merchant carriers by the Canadian Government Merchant Marine is proceeding apace and this will have a distinct bearing on the development of Canadian trade. This organization has a program calling for 63 new steel vessels, the majority of which are already constructed and plying the trade routes of the world. From both seaboards in Canada they are reaching out to all the big world ports, carrying Canadian-made goods abroad and bringing back the merchandise purchased in other lands.

### Good Service Given.

These ships are giving regular service in the north Atlantic with frequent visits to British ports, in the Cuban and Jamaican trade, in the Barbadoes, Trinidad and Demerara service, in South American trade, Indian trade, calling at the Straits Settlements, and in the Pacific trade giving regular to Australia.

A large variety of Canadian-made goods are lowered into the holds of these ships; all classes of agricultural machinery, lumber, motor cars, cement bottles, barbed wire from our mills, bar iron drums of cable, cases of rubber shoes, and other lines of heavy hardware.

South America is developing as one of the best sources of export trade for Canadian manufacturers. The United States has held a strong hold upon South American markets for some years but there is no reason why Canadian products should not receive an increasing sale on that market.

At the present time Germany is trying very hard to renew the strong hold which she had on the markets before the war, and the country is said to be swarming with German commercial travellers. A large part of the trade, notwithstanding the amount of American products consumed, is in the hands of old and wealthy Scotch and English firms. They prefer to do a commission business, but frequently pay cash for their purchase, and extend long terms of credit to their customers. They are reported by our trade representatives there as preferring to buy from under the British flag and as being willing to meet Canada more than half way in opening up business.

*Lumber Yards, Warehouses and Docks at one of Canada's Important Shipping Ports.*

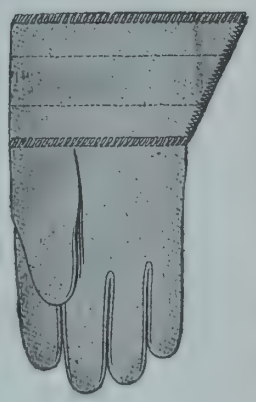
TAPATCO
REGISTERED TRADE MARK
BRAND

# Work Gloves

## Sell Because They've Made Good in Practical Use

Tapatco Brand Work Gloves have been tried out in gruelling tests of practical work for farm, factory, shop and garden. They have invariably given more than satisfactory service, and, so, have proved the cheapest in the end.

Made in Gauntlet, Knit Wrist and Band Top. In Heavy, Medium, and Light Weights. Also Leather Tip and Leather faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords.



## Tapatco Brand Horse Collar Pads

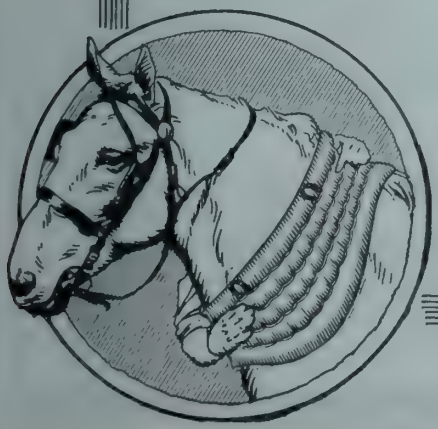
### Paid For By The Work of Horses They Keep Fit

The soft, cushion-like Tapatco Pads keep horses fit and productive by preventing bruised, chafed, and galled shoulders.

An exclusive feature of Tapatco Pads is the Tapatco Stapling Device for attaching hooks. (U. S. Patent Dec. 1, 1914; Canadian Patent April 6, 1915). This gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.

## The American Pad & Textile Company

### Chatham, Ontario



If interested, tear out this page and place with letters to be answered.

We announce to the jobbers, hardware, furniture and department store dealers, the manufacture of "Old English Gray Ware" in Canada.

This durable line of "Old English Gray Ware" kitchen utensils has been successfully manufactured in the United States for the past eighteen years. Our Canadian plant has been in operation in Toronto for the past year.

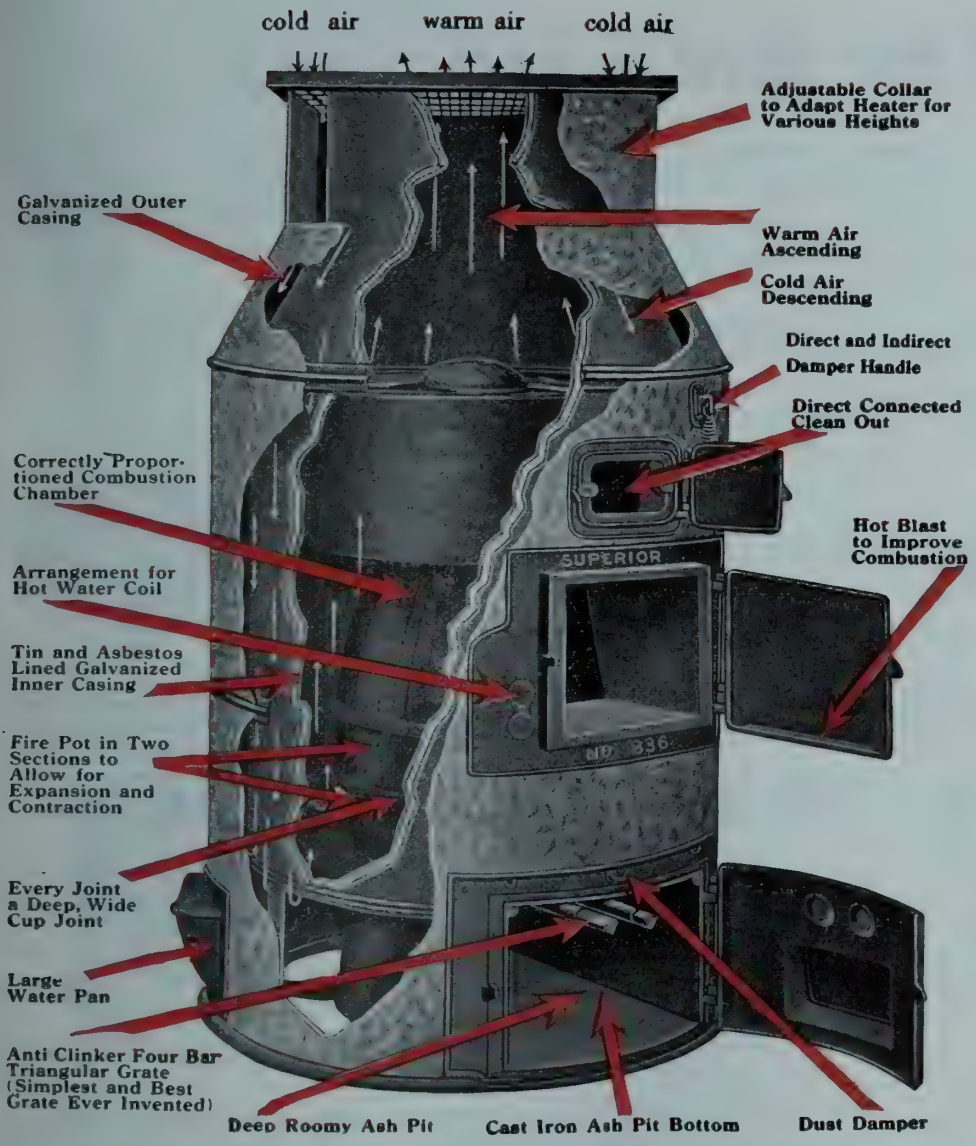
We have many satisfied jobbers and retailers that are successfully selling this line of "Old English Gray Ware." Get in touch with our Toronto factory for catalogues and prices.

You are invited to visit and inspect our factory at

**2382 Dundas St. West, Toronto**

**The Republic Stamping & Enameling Co.**
**of Canada, Limited**

# Are You Selling This Furnace The "PILOT"




## It is the Original Pipeless Furnace

We have reprinted in recent advertisements letters indicating the satisfaction the "Pilot" Pipeless Furnace is giving. Underneath we print more.

But besides satisfied customers the "Pilot" gives the dealer a generous profit and is the best proposition on the market.

Send for complete details.

### The Best Recommendation

264 Queen St., Stratford, Ont., Feb. 26th, 1921.

Mr. F. L. Duggan, City,

Dear Sir:—The 836 Pilot Superior Pipeless Furnace which you installed for me last September has given me splendid satisfaction and up to the present time I have not burned three ton of coal.

Yours truly,

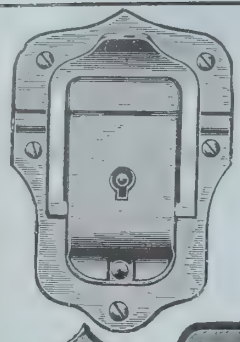
J. W. Finch.

## The Hall Zryd Foundry Company, Limited

*Manufacturer of Pilot Stoves, Ranges and Furnaces*

**Western Branch: Post Office Box 687 Winnipeg, Manitoba**

**Hespeler, Ontario**



*A Few of the Good Brainerd Hooks*

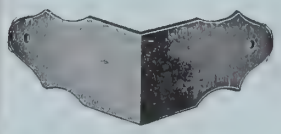
# The Brainerd Line

Hinges, Hasps, Corners, Handles, Brackets, Key Checks, Card Holders, Escutcheons, Knobs, Locks, Latches, Catches, Washers, Bolts, Mending Straps, Screen Numbers.

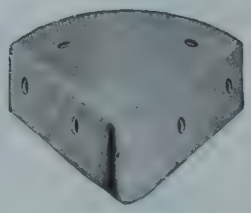
**Refrigerator---Cabinet---Box and Chest---Hardware**

## The Brainerd Mfg. Company

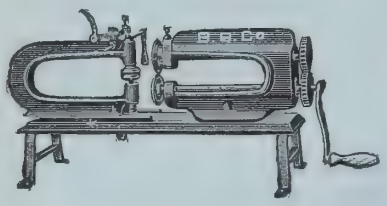
**East Rochester, N.Y.**



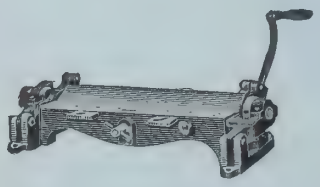
Cuts Shown Are Reduced Size



**We are making Prompt Shipments**



Circular Shear



Tin Folder

Stove Pipe Folder

# SPRING CLEANING! THE IDEAL TIME FOR FURNACE REPAIRS.

When the fires are put out for summer is the favorite time for furnace repairs, installations of new furnace pipes, and changes or repairs in the old.

This periodic, or seasonal, business brings a concentrated load on the tinsmith shop and the shop able to handle the largest volume of business in a given period of time naturally makes the most money.

Brown, Boggs Sheet Metal Working Tools assure greater production at lower costs.

Ask for a catalogue.

## The Brown, Boggs Company

LIMITED

**HAMILTON - ONTARIO**

MANUFACTURERS OF

*Tinsmiths' and Heavy Sheet Metal Working Machinery*
*Canning and Evaporating Machinery*

*There are sizes and styles for every requirement. Ask for our Safe Catalogue H-32.*

Toronto office: 1101-2 Bank of Hamilton Bldg.; Western Branch Office: 248 McDermott Ave., Winnipeg Man.,; Maritime Provinces: E. L. Stailing, Roy Bldg., Halifax, N.S.; B.C. Agent: C. L. Ford, 569 Richards St., Vancouver, B.C.

# Goldie & McCulloch Safes

## Assure Security For Your Valuables

The record of these efficient safes inspires confidence. They have often been severely tested in actual use. Again and again they have come through Canada's biggest and hottest fires with real protection to their contents.

The present crime-wave calls for special precaution. Protect your book accounts, bonds, and overnight cash with Goldie & McCulloch Safes.

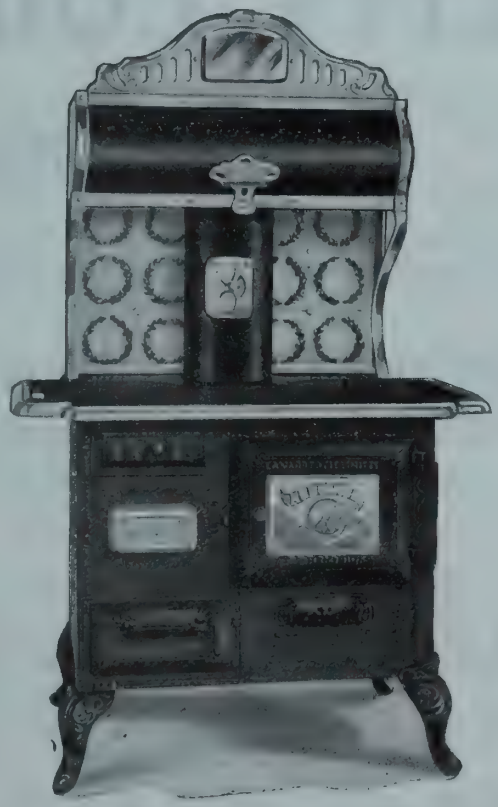
**The**
**Goldie & McCulloch**
**Company, Limited**
**Head Office and Works: Galt, Ontario, Can.**

SECTIONAL VIEW.

Satisfied customers only will build a business. Buy the ALLIANCE and get them.

We specialize in the manufacture of all kinds of HEATERS such as "Quebec" Heaters, Hall Stoves, Oven Cooks, Square Top, etc. Write us for catalogue and price list.

**LAMARRE & CO.,**
**LIMITED**
**ST. REMI, Que.**



# ALLIANCE
## Range Heater

The latest Combination for coal and wood.

Six-hole top. With back flue.

This is the most economical and practical stove on the market. Built along the same lines as a range, and while it will cook just as well, on account of its special fire pit, it will heat far better than any one of them with less fuel.

# DEMON GRIP

**Welded** **Steel**

## Pump Rod Couplings

Treat your customers to a good thing. It will bring you good-will and greater future sales to introduce Demon Grip Pump Rod Couplings to your trade, if you are not already handling them.

Neatly packed in boxes of 25, they give a good first impression by neat appearance. They are far superior to malleable couplings being forged and welded steel, accurately bored and threaded.

*Manufactured by*

**Edward E. Johnson, Inc.**
**2304 Long Avenue**
**St. Paul - Minn.**

# QUALITY COUNTS

That's the Reason Why

## "IDEAL" ALUMINUMWARE

Is Making Such Exceptional Strides in The Popular Favor of both Merchant and Customer

## Our Aluminum Kitchen Utensils

are Artistically Designed, Highly Superior and Exceptionally Well Finished Products.

Manufactured in Canada for Universal Distribution by

## "IDEAL" ALUMINUM PRODUCTS LIMITED

Head Office & Factories:
2480 Dundas Street West, TORONTO, Ontario

Branches:
Montreal — 16 St. James St.
Winnipeg — 179 McDermot Ave. East
Vancouver — 198 Hastings St. West

## MEET US AT THE EXHIBITION


If interested, tear out this page and place with letters to be answered.

# A Display That Pulls Business

An astonishing number of women still wring their clothes by hand. They know the Connor Wringers are the easier way, and better for the clothes, but they haven't been thoroughly "sold;" nobody has closed the sale.

Get this business. This striking display, showing six wringers at once, attracts favorable attention, and helps you single out the women who want a wringer, but still wring clothes by hand.

Ask for our catalog and price. Write **now** while you have it in mind.

**J. H. Connor & Son**
**Limited**
**Ottawa, Canada**

**Manufacturers of Washers and Wringers Since 1875**

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

# V. & B. TOOLS

*It Pays to Buy a Good Tool*

V. B. BELL FACE NAIL HAMMER
Individually Tempered. Individually Tested

5 to 20 ounces.

DOUBLE DUTY PLIER
A popular priced tool of quality.

6, 8, 10 inch.

CARPENTER PINCERS
With Wire Cutter

6, 8, 10, 12 inch

Write for catalogue of Hammers, Braces, Planes, Screw Drivers, Pincers, Pliers, Nippers, Cold Chisels, Pipe Wrenches, Nail Sets, Butchers' Hooks, Ice Tongs, Etc.

IT PAYS TO SELL A GOOD TOOL

Sole Agents:
R. T. Walls Sales Limited, Winnipeg, Manitoba
Alex Gibb, Montreal, Quebec

**Vaughan & Bushnell Mfg. Co.**
**2114 Canoll Ave. Chicago**

# COOKING UTENSILS

Spun, Pressed or Cast in

**ALUMINIUM**

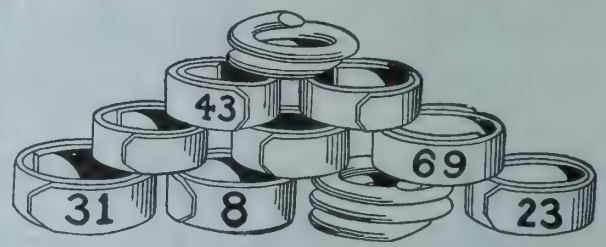
are of the Highest Purity and Quality obtainable. Sheets, Coils and Ingots always in stock.

*Write for Prices*

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide Street West
TORONTO

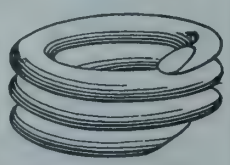
Eastern Agents: SPIELMAN AGENCIES, MONTREAL

# POULTRY LEG BANDS



Ribbon Bands Numbered or Plain in Six colours

THE BEST CELLULOID BAND MADE



Key-Ring Bands the cheapest best selling band made

In Ten colours and Nine sizes

Three Spiral Bands a real good substantial band

in Ten colours and Nine sizes

The neatest and best Poultry Punch ever offered

**THE RIDEAU SPECIALTY CO.,**

Manufacturers of Poultry Specialties
Cattle, Sheep and Pig Ear Markers

SMITH'S FALLS - - ONTARIO

(3759)

TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

***Ask for Literature***

**Alex. McArthur & Co., Ltd.**

***Established 1879***

**82 McGill Street Montreal, Canada**

# NAILS WIRE BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS

## STRAIGHTENED RODS

## COPPERED AND TINNED WIRE

**Are You a User? Did You Read This Ad.? If So, Ask for Prices.**

**THE GRAHAM NAIL WORKS**

**Operated by the CANADA METAL CO., Ltd.**

**TORONTO**

# Stove Mica

All sizes of Clear Mica in stock for immediate shipment.

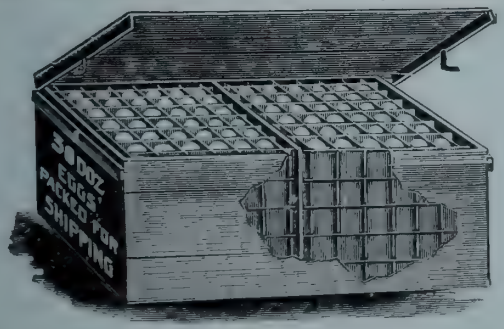
Mica Electrical Insulation of Every Kind.

**Price List on Application.**

**Mica Company of Canada, Limited**

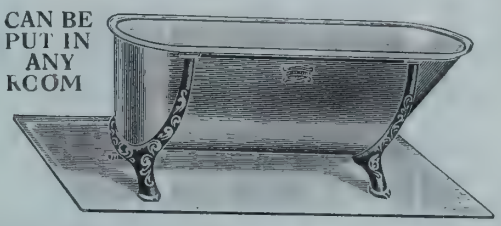
**P.O. Box 156, Hull, Que.**

**THE MILLER BROS. CO., LIMITED**




**Manufacturers of**
**White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.**
**20-38 DOWD STREET, - MONTREAL, CANADA**

CAN BE PUT IN ANY ROOM



# PROFITS

## in Country Trade

This advertisement is of interest to you if you number among your customers people who live in country localities without city conveniences.

## TWEED ENAMELLED STEEL BATHS

give country folk all the advantages of a modern bath room at a very small cost. Made of galvanized steel enamelled and installed without plumbing, they fill a long-felt want for those who have been suffering from the lack of adequate home conveniences.

Write us for price lists and further particulars about these baths as well as the Tweed Sanitary Closets and other home conveniences.

**THE STEEL TROUGH & MACHINE CO. LIMITED**

**TWEED - ONT.**

**35000 Pairs Made Daily**
**Strong and Durable**
**Specially Hardened Edges**
**Low in Price for the Quality**
**The Most for the Money**

# Sold and Popular in Every Market on Earth

# Acme Shears

That Acme Shears are wanted is indicated by the fact that we produce 35,000 pairs daily. It is obvious that it takes a world market to absorb such quantities.

Acme Shears, Scissors and Snips are particularly famous for their specially hardened, sharp cutting edges. To the merchant there is an advantage in their low price for such excellent quality. Ask for catalogue No. 6 and see how well Acme Shears pay the merchant.

Write for Catalogue No. 6.

**THE ACME SHEAR CO.**
**Bridgeport, Conn., U. S. A.**
Incorporated 1882 Canadian Agent:
Capital Stock $500,000 Mr. A. J. McCrae,
23 Scott St. Toronto
F. G. Maxwell & Co., Winnipeg, Man.

# MAPLE LEAF HAND SAWS

*First in Quality and Sales*

The first choice of the experienced mechanic when buying saws is the Maple Leaf Hand Saw. He knows he can rely upon is to give the maximum service.

**Shurly-Dietrich Co.**
LIMITED
GALT CANADA

The Newest in up-to-date Hand Saws is our No. 1914. Combines keen cutting qualities with improved features. Steel blade extends through handle. Unbreakable.

# PINK'S LUMBERING TOOLS

**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87.**

**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

**THOS. PINK COMPANY, LIMITED**
**Manufacturers of Lumber Tools**
**Pembroke Ontario**

## C. & L. Fire Pot No. 71

will give satisfactory service under all conditions. It is Smokeless, Odorless and Noiseless and has a sub-flame so that the burner can be turned down low when not in use, thus saving time and fuel. The No. 71 will heat 12-lb. soldering coppers as fast as two mechanics can use them. The maker's guarantee is behind every tool. Jobbers supply at factory price.

No. 71 Fire Pot. List Price Each $27.20. Ask for discount.

**Send for catalog.**

**CLAYTON & LAMBERT MFG. CO.**
10615 Knodell Ave., DETROIT, MICH., U.S.A.

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

## STERLING TWINES

Made of
**FLAX, JUTE, HEMP, COTTON, YUCATAN**

Manufactured by
**The J. R. Sterling Twine Company Limited**
**Walkerton, Ontario**

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

## BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

**Dominion Tack & Nail Co.**
Limited
Galt - Canada

## Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

*Trial Orders Solicited—Our Packings Do the Rest*

Insist Upon Having the TRADE Packing Bearing Our MARK



**TUCK & COMPANY, LIMITED**
LONDON LIVERPOOL CARDIFF, ETC.

*Canadian Representative*
Wm. J. Brown, 117 Youville Square, Montreal

*Stocks Carried in All Sizes* TEL. No. MAIN 2387

The four essential points are here
**Strength and Looks** **Price and Wear**
Ask Your Jobber
**JOHNSON IDEAL HALTER Co., Sarnia, Ont.**

## WILKINSON & KOMPASS

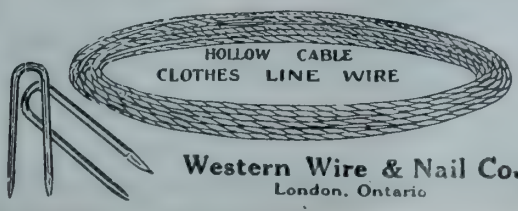
TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

**Quality That Repeats Sales**

*We Make*
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.




**Western Wire & Nail Co.**
London, Ontario

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## SITUATIONS WANTED

SITUATION WANTED — POSITION AS Hardware clerk in Saskatchewan preferred. 12 years' experience, best references. Apply 1079 3rd N.W., Moose Jaw, Sask.

SITUATIONS WANTED — FIRST CLASS Sheet Metal Worker and Tinsmith, fully capable of taking charge of shop. Good at figuring and estimating. Would like to hear of position as foreman or would rent good shop. Box 154, Hardware and Metal.

## WANTED

WANTED — HARDWARE BUSINESS IN City or good town. Send full particulars to Box 157 Hardware and Metal

AGENCIES WANTED

A firm having an office and warehouse and doiug business with the hardware jobbing trade throughout Canada, desire to handle on a commission basis any hardware specialties having merit. Box 93 Hardware and Metal.

## Are You The Man?

Reputable manufacturer of sheet metal products wishes to get in touch with man of selling experience to handle sales. A wonderful proposition open to such a man able to invest from three to five thousand dollars.

Box No. 255 Hardware & Metal.

## FOR SALE

FOR SALE.—HARDWARE BUSINESS IN Western Ontario City, stock seven thousand, can be reduced to suit purchaser. Box 135.

FOR SALE—NEW 8 FT. CORNICE BRAKE. Buffalo double truss. Will brake 14 gauge. For sale cheap for cash. Box 155, Hardware and Metal.

## MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

DO YOU WANT A GOOD DISTRIBUTING house to push your goods? Agents all over Britain. Commission representation or sole buying arrangement. Box 96, Macleans, 88 Fleet St. London, England.

BRITISH CUTLERY FIRM — WELL known desires to appoint agent or sole buying house for Canada. State full particulars, strictly confidential. Box 95, Macleans, 88 Fleet St., London, England .

*Advertisements on this page*
*2 cents a word*
*payable in advance*

THE CREDIT MAN of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulations.

**If interested, tear out this page and place with letters to be answered.**

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

---

**"Monarch" & "Safe-Lock" Fencing**

**We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.**

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

---

**"Dazee Brand" Woodenware**

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

---

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1854
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

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**Sash Weights Wall Washers**

All Kinds of
Plain Duplicate Gray Iron Castings
**CANADIAN DIE CASTING CO., LIMITED**
Drummond Building, Montreal

---

**DOON TWINES, LIMITED**
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

---

**STERLING**
**Hack Saw Blades and Machines**
*Manufactured by*
**Diamond Saw & Stamping Works**
BUFFALO, N.Y.

---

**BATH ROOM FITTINGS**

K NIAGARA
**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

**AUTO ACCESSORIES**

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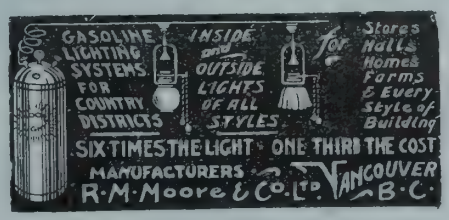


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**Cameron Metal Drawers**
LONGER WEAR, BETTER SERVICE
*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*
**Cameron & Co.**
74 Logan Ave. Toronto, Ont.

---

*$1.00 Postpaid*

**Myers Wonderful Speedy Hand Stitcher**

Repair shop in itself, mends harness, shoes, auto top, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

**C. A. MYERS COMPANY**
6326 Woodlawn Ave. Chicago, Ill. U.S.A.

---

**PETERBOROUGH CANOES**

High Grade Canvas Covered and Wooden Canoes Row Boats etc
Paddles and Oars.
Peterborough Canoe Company Limited
236 Water Street Peterborough Canada.

---

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

***Toronto Foundry Co.***
884 Davenport Road TORONTO, CAN

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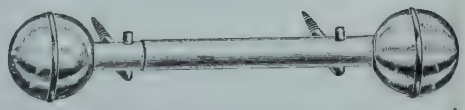

*Curtain Rods, Household Fixtures, Bathroom Fittings.*

Newell Mfg. Co. Ltd., Prescott, Ont.

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**KINREAD'S KANT-BREAK HALTER**

**"The Line of Progress"**
R. R. Kinread
72-74 Princess St. Winnipeg

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# LUFKIN RULES

STEEL

SPRING JOINT

BOXWOOD

## Meet ALL the Requirements of the Mechanic

Embracing, in addition to the old and sturdy qualities,
Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use and Saving of Time
APPEAL TO MECHANICS ON SIGHT
MADE IN CANADA

Ask your Jobber

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.


If interested, tear out this page and place with letters to be answered.

# Auto Accessories

## Made of Rubber

This line of goods is being handled more and more by Hardware Dealers. Be sure you get a reliable line on your shelves and you will have a reliable line of patronage. You are safe, and satisfaction is assured if you sell

# "Gutta Percha"

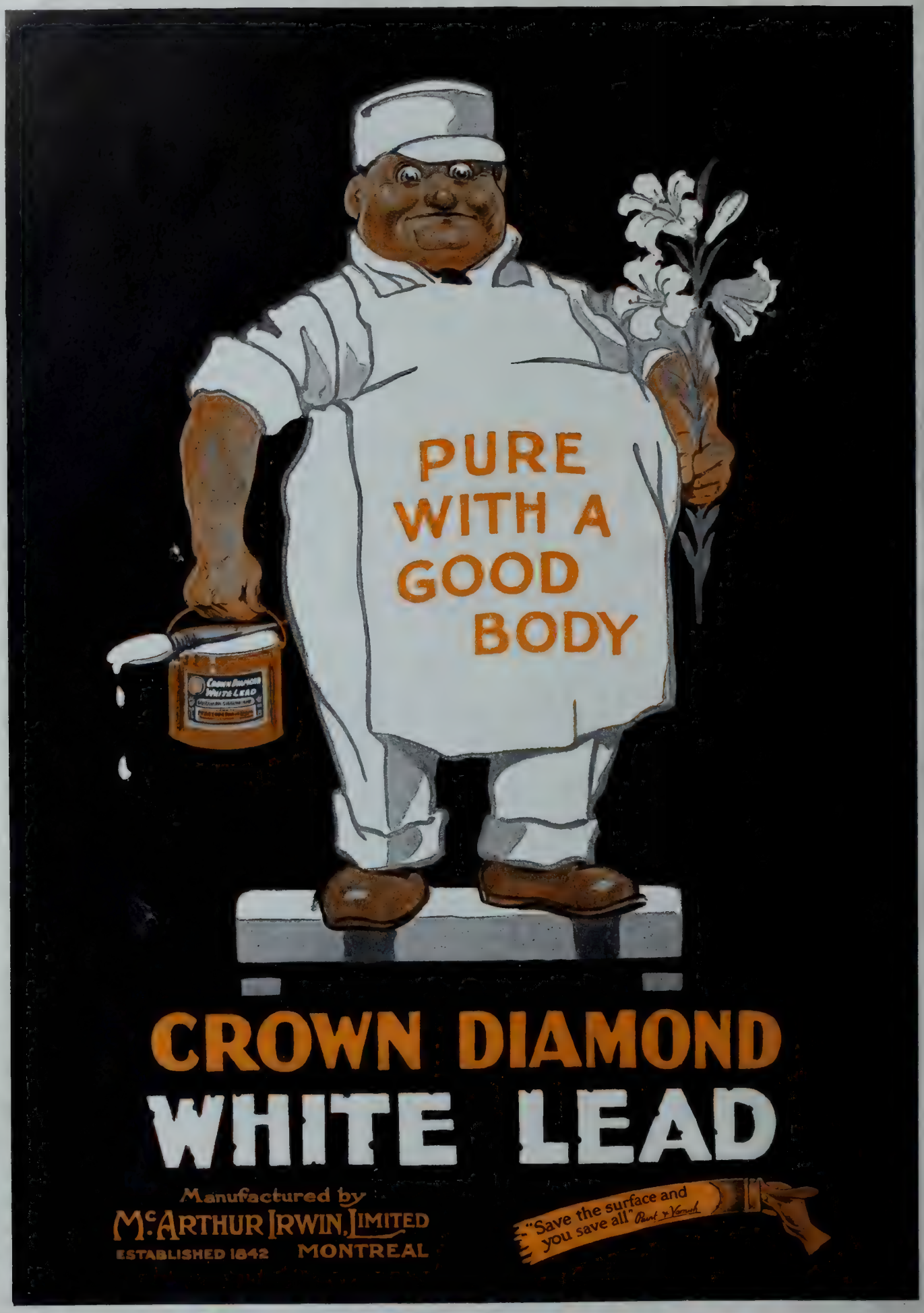
## Auto Accessories

Running Board Mats, Radiator Hose, Pedal Covers, Floor Mats, Rubber Mallets, Folding Water Pails, Blow-Out Patches, Cementless Patches, etc.

Write for Prices and Terms

GUTTA PERCHA & RUBBER
LIMITED

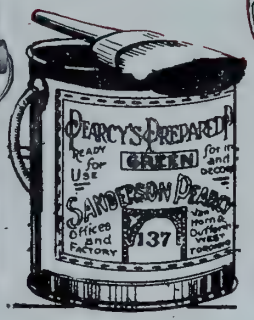
Head Offices and Factory, Toronto.
Branches in all Leading Canadian Cities.


PURE WITH A GOOD BODY
CROWN DIAMOND WHITE LEAD
Manufactured by
McARTHUR IRWIN, LIMITED
ESTABLISHED 1842 MONTREAL
"Save the surface and you save all"

Published Every Saturday Since 1888

# Hardware and Metal

Vol. XXXIII. No. 32 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: WOODSTOCK, CANADA AUGUST 6, 1921



"Save the surface and you save all" Paint & Varnish

## Whittall Cans

*Have You a Can Problem? Probably Our Service Department can help you select the right Whittall Can.*

**A. R. Whittall Can Co., Limited**
MONTREAL, CANADA

*Sales Offices:*
1102 Royal Bank Building
Toronto
H. R. Phipps, Sales Mgr.
Phone Adel. 3316

*Sales Offices:*
806 Lindsay Building
Winnipeg
Rep., A. E. Hanna

"Save the surface and you save all" Paint & Varnish

June, 24, 1921 CANADIAN GROCER 21

# 'Price Cutting a Parasite Eating Away Earnings'

A message from Armand Chaput, the new president of the Canadian wholesale grocers' association—"the time to settle down to better and saner business methods, with a more comprehensive understanding of conditions that surround us."

...ust not allow ourselves to forget ... resolutions, we as ... commodity after another has had to be sold at or below cost. Much money has ... had to come down, the ... frenzy should

**Presentation Is Made To Mr. Bl...**

What Mr. Chaput says about price-cutting in general, applies with particular force to trade-marked specialties, the prices of which are known to the public through Advertising. Indeed it is one of the fine things about such Specialties that your customers expect to pay the full prices at which they are advertised—thus ensuring you your full legitimate profit every time you make a sale.

...siness. None of us ... est money in stock, carry the ...ock and the risk and distribute the goods for nothing, yet that is the actual result of the price cutting programme.

**Plenty of Business For All**

There is plenty of business for all of us, more than we can handle if it is properly developed, but the haphazard method of seeking business by cutting prices even below cost not only robs the dealer of legitimate profits, but generates a feeling of mistrust and unsteadiness among the retail trade. It spreads like wild fire, knocks the bottom out of markets, causes restraint on the part of the buyers and strikes home at the perperator of the scheme with a pace in cut prices that will run him and others off their feet before it can be brought to a stand still

**Suicidal Prices**

...y plea to the wholesale grocers and ... retailers, too, is to stop and ... lessons they have ...

and ... that ... cere hope ... these enviab... about and w... the retailer as ... that w may ... solidity "

A greengroce... dock at Liverp... gruffly asked ... "I've got s... was the r...

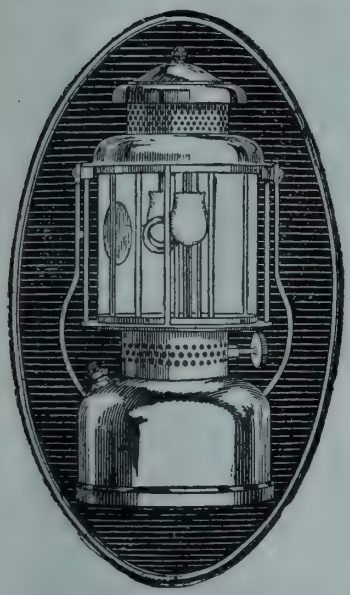
"All ... throw ... mate...

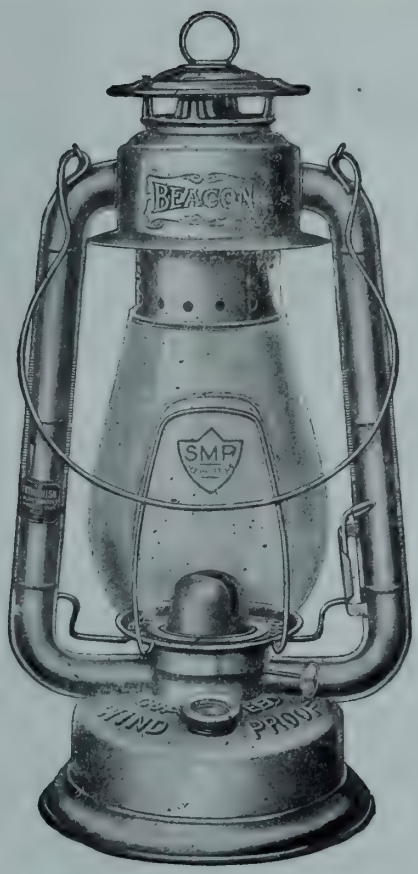
**CHANNELL**
**LIMITED**
**TORONTO**

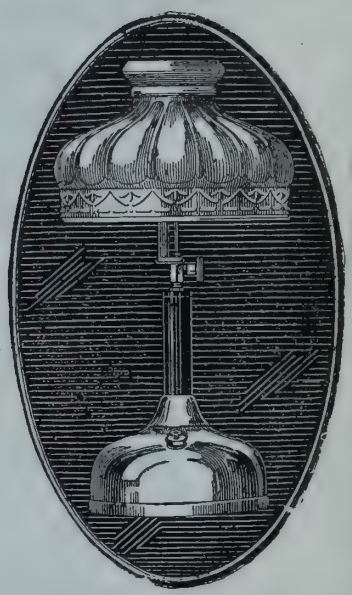
# O-Cedar Polish

| IN BOTTLES | IN TINS | O-CEDAR POLISH MOP |
|---|---|---|
| 30c and 60c | $1.50, $2.50 and $3.50 | Large Size $2.00—Small Size $1.25 |

# 'RICE LEWIS' NEWS





## Coleman Quick-Lite Lanterns

A powerful gasoline lantern that is absolutely safe. Under all conditions the Coleman Quick-Lite stands the test of service.

## Coleman Quick-Lite Lamps

It brings city lighting to the country home. Absolutely safe, whether on its base or upside down. Burns gasoline.

# *The days of long evenings are coming and with them a demand for lanterns*

With the shortening of the days come the lengthened evenings and the increasing use of the lantern for evening chores.

We carry a full line of regular and squat pattern lanterns in the best makes such as E. T. Wright & Co's No. 4 Cold Blast, Comets and Nemos, Trulite Cold Blast, Banner Cold Blast, S. M. P Beacon, Coleman's Quick-Lite.

Sort your stock of Lantern Globes, Lamp Glasses, Wicks and Burners.

# Rice Lewis & Son, Limited, Toronto

*Ask the "Rice Lewis Man" or Write Direct*

# SMP

## Sanitary Closets

### Will Sell When Shown

THIS Closet was designed with a view of having an article which would be of utmost service and also would be cheap enough to sell readily.

Our sales in this line during the short period since its introduction have convinced us that the market for it is large.

It is a well-made article, consisting of outer and inner receptacles, which are Hot Galvanized and RUST-PROOF. The outer is 13¾ inches wide and 14½ inches deep; the inner is fitted with a bail handle. The seat is made in waxed walnut finish and has a tight fitting, hinged cover.

This Closet is specially adapted for summer cottages or country homes where there are no water-works or sewage systems. No plumbing is necessary, and it may be placed in bathroom, basement or outside shed and connected with the chimney flue or outside wall by a vent pipe.

Vent holes near the bottom of the outside tank ensure a constant draft by the air passing through the closet and vent pipe to the outside.

It may be used with or without a disinfectant chemical.

**Put a sample on your floor using vent pipe to show how it is set up.**

**The number of enquiries will surprise you---as will also the extremely reasonable price.**

Shipments Made Promptly

The Sheet Metal Products Co. of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

# Hatch

## Garage Door Outfits

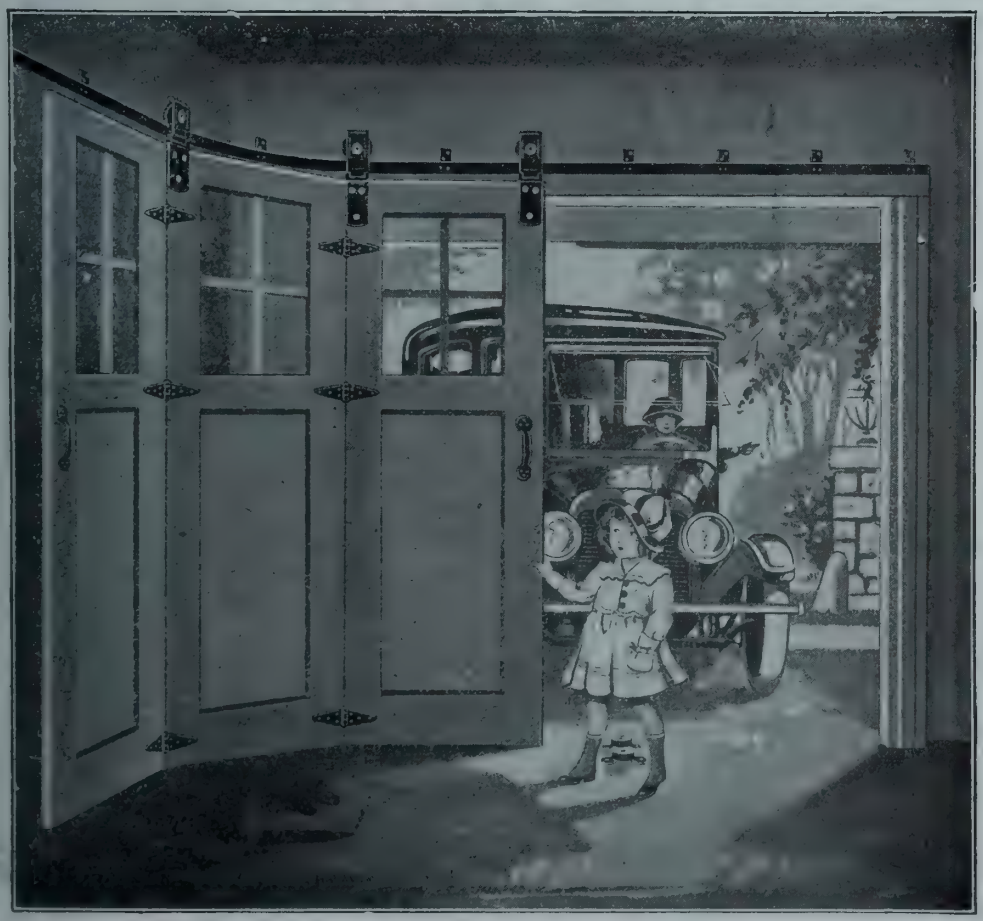
Exceptionally easy to apply and have full directions packed with each set. Slamming or sagging of doors is impossible; nor can snow and ice interfere with their working easily and reliably.

The Hatch Garage Door Outfit is rich in selling points and easily closes the sales. Its performance is so reliable and satisfactory to the user that sales of Hatch Garage Door Outfits lead to more future sales and permanent business.

The Hardware Dealer in Garage Hardware has a splendid outlook for the future, as the use of motor cars continues to increase.

## Canada Steel Goods Co., Limited

**Hamilton, Canada**



3 Special Swivel Door Rollers.

22 Feet of Track.

3 Paris Special Garage Door Hinges.

3 Stay Rollers (floor guides).

2 Extra heavy Garage Door Handles.

1 Safety Hasp (for fastening doors outside).

1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

*The Eveready Line with the Ever Steady Turnover*

# HAVE YOU SEEN THE NEW EVEREADY SPOTLIGHT?

THE most remarkable development in portable light since the invention of the flashlight. It is the only flashlight with which the beam of light can be focused at will, from a searching long distance spotlight to a diffused light covering a wide area.

Every outdoors man will want one.

Every motorist will buy it on sight.

For outdoor or indoor use the spotlight is a vast improvement that means increased sales and increased profits to you.

Write to your Eveready Jobber at once for a supply of pamphlets, window streamers and one of the remarkable window trims in six colors, constructed in a new way that makes it the outstanding window trim of the year.

You should order a stock of both styles of spotlights at once, three cell nickle type, as illustrated, No. 2674, and Corrugated Fibre type No, 2672, to cash in on big sales this summer.

**CANADIAN NATIONAL CARBON COMPANY, Limited**

**TORONTO AND WINNIPEG**

CANADIAN NATIONAL CARBON CO.:

We will place an order immediately with our Eveready distributor for a stock of the new spotlights and batteries. Please ship at once the complete new window display and merchandising campaign.

Firm Name.....

Address .....

City and Prov.....

Distributor's Name.....

**Seven Big Improvements for Better and Longer Service**

1 New scientific reflector, concentrating the light rays to give more light and throw it further.

2 Special Eveready Mazda bulb of increased brilliancy and power.

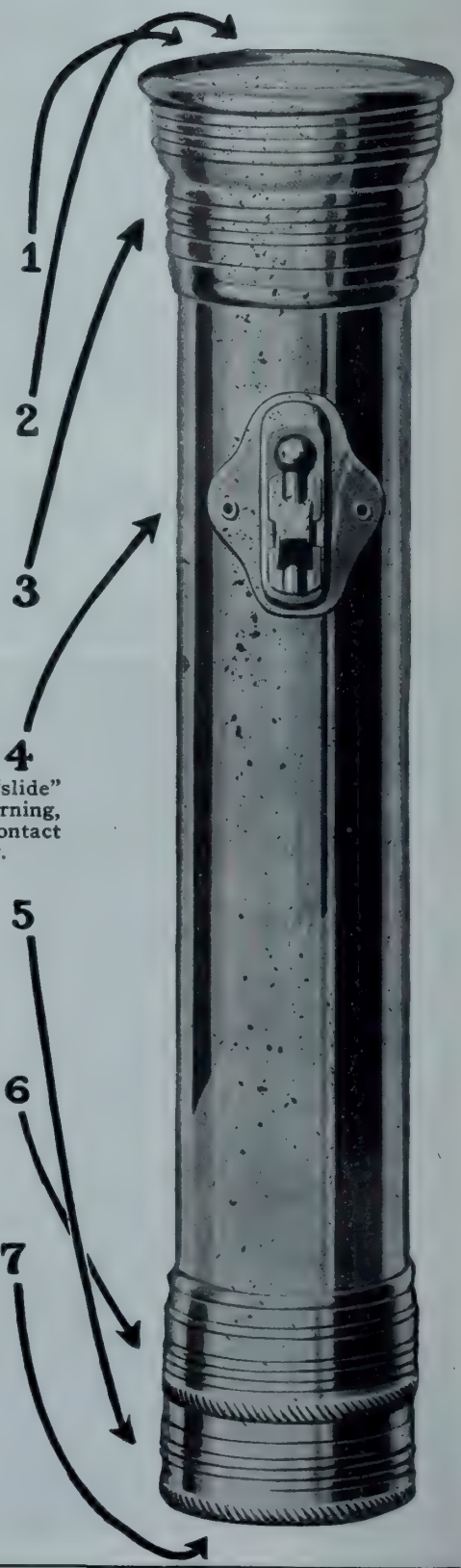
3 Shock-absorber to prevent breaking of Mazda bulb if flashlight is accidentally dropped or jarred.

4 In addition to usual "slide" contact for continuous burning, spotlights have "flash" contact for intermittent lighting.

5 Compartment holding two extra Eveready Mazda bulbs, ready to instantly replace a burned out bulb.

6 Exclusive focusing device. Light instantly focused as desired, by turning end cap.

7 End cap stamped to show the renewal type numbers for battery and Mazda bulb required for this particular flashlight.



**Nickel Type No. 2674**

**Corrugated Fibre Type No. 2672**

3102143E

# "DURO ALUMINUM"

## FOUR PIECE COMBINATION COOKER TEN UTENSILS IN ONE

This cooking set has more uses and advantages than any other similar set on the market. The combinations which can be formed are very practical, and serve excellently for every meal of the day. All the pieces are uniform in size and match together very snugly. The bails of the inside pans may be detached if desired. The capacity of the outside kettle of No. 147 is six quarts, and each of the inside pans hold 2½ quarts. The No. 145 size, the capacity of the outside kettle is two quarts and each of the inside pans hold one quart. They are highly polished on the outside, while the inner surface is our Ex-Ray finish.

No. 147—6 quart size.
No. 145—2 quart size.

Send for trial order—Duro Aluminum Cleanser.
Contains 6 pads steel wool, one cake soap.

MADE IN CANADA BY

## W. D. SHAMBROOK & CO.

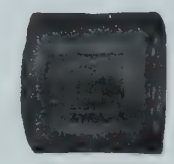
Hamilton - - Ontario

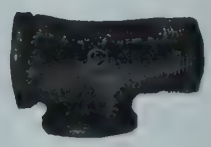
*Representatives:*

A. T. CHAMBERS, Vancouver. L. T. WALLS SALES LIMITED, Winnipeg.
J. R. ANDERSON, 36 St. Dizier St., Montreal. ARMSTRONG & PATTERSON, St. John, N.B.

# CRANE FITTINGS

**MALLEABLE — CAST IRON**

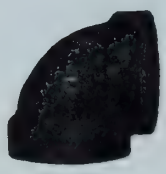




## *Make Tight Joints*

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.

**CRANE**
**LIMITED**



***Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.***

**CRANE**
**LIMITED**
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

**CRANE-BENNETT**
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM.

14

If interested, tear out this page and place with letters to be answered.

# "Seafoam" Electric Washer

# *The* WHIRLPOOL

Water Power Washer is a new "DOWSWELL" product designed to meet the demand for a Water Power Machine with a perforated rubbing board. Many people prefer this principle of washing so we offer the WHIRLPOOL after successful experimenting to produce the very best washer of this type. The WHIRLPOOL is up to the Dowswell standard.

The motor used is similar to our IDEAL, which insures strength, speed and endurance. It is the simplest and surest Water Motor made, and will operate on low or high pressure. There are no intricate or delicate parts to easily get out of order. All parts are standardized and interchangeable.

The tub is made of best quality cypress, heavily hooped and attractively finished. All metal parts which come into contact with water are heavily zinc coated.

The WHIRLPOOL is a quality product through and through, and we stand behind it to the limit.

***Send For Folder With Full Description And Price***

## DOWSWELL, LEES & COMPANY, Limited

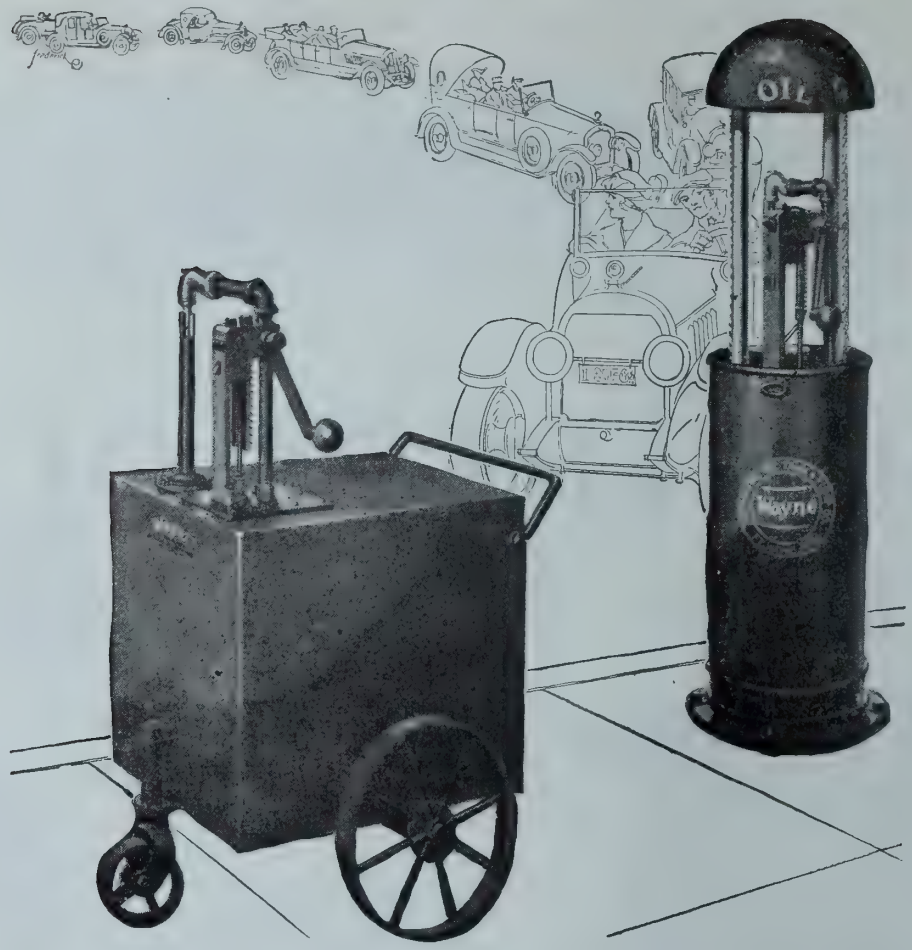
**HAMILTON, CANADA**

**Eastern Representative:**
**JOHN R, ANDERSON, MONTREAL**

**Western Representatives:**
**HARRY F. MOULDEN & SON, WINNIPEG**

# "Dowswell Products"

**If interested, tear out this page and place with letters to be answered.**




# "Memory Joggers" *for* Motorists

AS LONG as the old bus "hits on all six" the average motorist lets her run, paying little, if any attention to the amount of oil in his crank case.

Forgetting to stop for oil when needed invariably results in larger garage bills for worn and burnt-out bearings, loose connecting rods, scored cylinders, etc.

Twenty-four hours a day, rain or shine, Wayne Curb Lubricating Oil Pumps and Portable Wheel Tanks serve effectively as "Memory Joggers for Forgetful Motorists."

They continuously signal "Stop for Oil" to every passing motorist from the curbs of the best dealers, garage and filling station owners.

They lure and hold new trade. Motorists come back for Wayne's quicker curb oil service. It saves one-half the time and steps required where oil is served from inside a building. Oil spillage (that you pay for) is eliminated. Every drop is clean, thrice screened and accurately measured mechanically.

Naturally motorists, dealers, garage and filling station owners prefer Wayne Curb Lubricating Oil Pumps and Portable Wheel Tanks.

Wayne Honest Measure Curb Gasoline Pumps are also preferred for their superior service.

Ask for Bulletins 320 HM, 227 HM and 276 HM. Sent free.

**CANADIAN TANK & PUMP COMPANY**

**121 Adelaide Street Toronto, Ontario, Canada**

**Wayne**

TRADE MARK

# OIL CONSERVATION SYSTEMS

| | | | | |
|---|---|---|---|---|
| **Gasoline and Oil Storage Systems** | **Heavy Metal Storage Tanks** | **Oil Filtration Systems** | **Oil Burning Systems** | **Furnaces for Metal Melting Forging and Heat Treating** |

# TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

**HEADS**
**that will not break off**

**HAMILTON**

THE STEEL COMPANY OF CANADA LIMITED

CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

**POINTS**
**that meet the demand**

**MONTREAL**

# *Carry a* GOOD *Line of* AUTO ACCESSORIES

When it comes to anything made of rubber, the real quality you need to build satisfactory sales upon, is found in

# "GUTTA PERCHA" AUTO ACCESSORIES

Running Board Mats, Radiator Hose, Rubber Headed Mallets, Blow-Out Patches, Cementless Patches, Vulca Patches, Floor Mats, Gasoline Hose, Ford and Chevrolet Pedal Rubbers, etc.

*Manufactured by*

## GUTTA PERCHA & RUBBER, Limited

**Head Offices and Factory, TORONTO**

Branches in all Leading Canadian Cities.

CANADA
FOUNDRIES & FORGINGS
LIMITED

# September SHOWERS For the Autumn Bride

## SMART'S CAST IRON SPIDERS

FURNISHED IN HIGH POLISH OR NICKEL PLATED

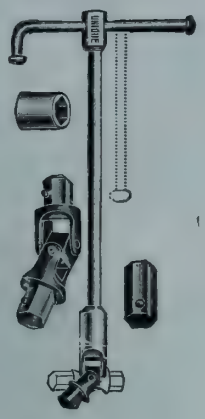
Sizes 7 to 10

JAMES SMART PLANT
Brockville, Canada

Swing 'Em Hard
Williams' Nail Hammers have the true ring of the best drop-forged steel. They are hard, dense and tough.
Each head is carefully heat-treated and hardened, and is handled with selected, straight grained, white hickory.
They "hit the nail on the head" in a compelling way because all are accurately balanced; all of the same style are alike—in weight, design, finish and serviceability.
Drive with Williams' Hammers—they have back of them half a century's experience and skill in the manufacture of Superior drop-forged tools.
All kinds, all sizes. Catalog on request.
J. H. Williams & Co., Limited
Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.
30 Thorold Road
ST. CATHARINES, ONTARIO
W

# LANE'S UNIQUE TOOLS

## Unique Universal Socket Wrench Set




Style "A" Set

Mechanics are ready buyers of Lane's New Wrench. They appreciate its utility. It may be used as a Universal Joint Wrench or an ordinary Tee Handle Socket Wrench. The sockets of Lane's small unique Ratchet Sets fit both the Joint and Adapter Pin of the New Unique Universal Wrench. It operates at any angle up to 45 degrees. The sliding handle permits using the wrench in close quarters. Style "A" Set.

*Manufactured by*

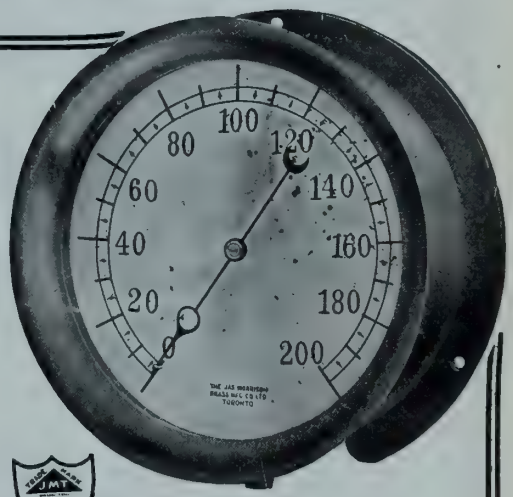
**WILL B. LANE UNIQUE TOOL CO.**

**170 W. Randolph St., Chicago, Illinois**

---

*Sales Built on Confidence*

# Morrison Gauges




include gauges for every conceivable purpose—for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

**James Morrison Brass Mfg. Co., Ltd.**

**93-97 Adelaide Street West, Toronto**

# The Second Sale is the Test

You can sell any article once. But it is the article that your customer comes back of his own accord to buy again, that spells real profit.
Repeat sales are made by our five standard brands of files. Mention their names to a file user, and the sale is made. He knows them, and they never disappoint him. He comes back for more.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

## *FILES AND RASPS*

We carry large reserves, so you can restock quickly from your jobber.

Made in Canada by:

## Nicholson File Company

PORT HOPE - ONTARIO

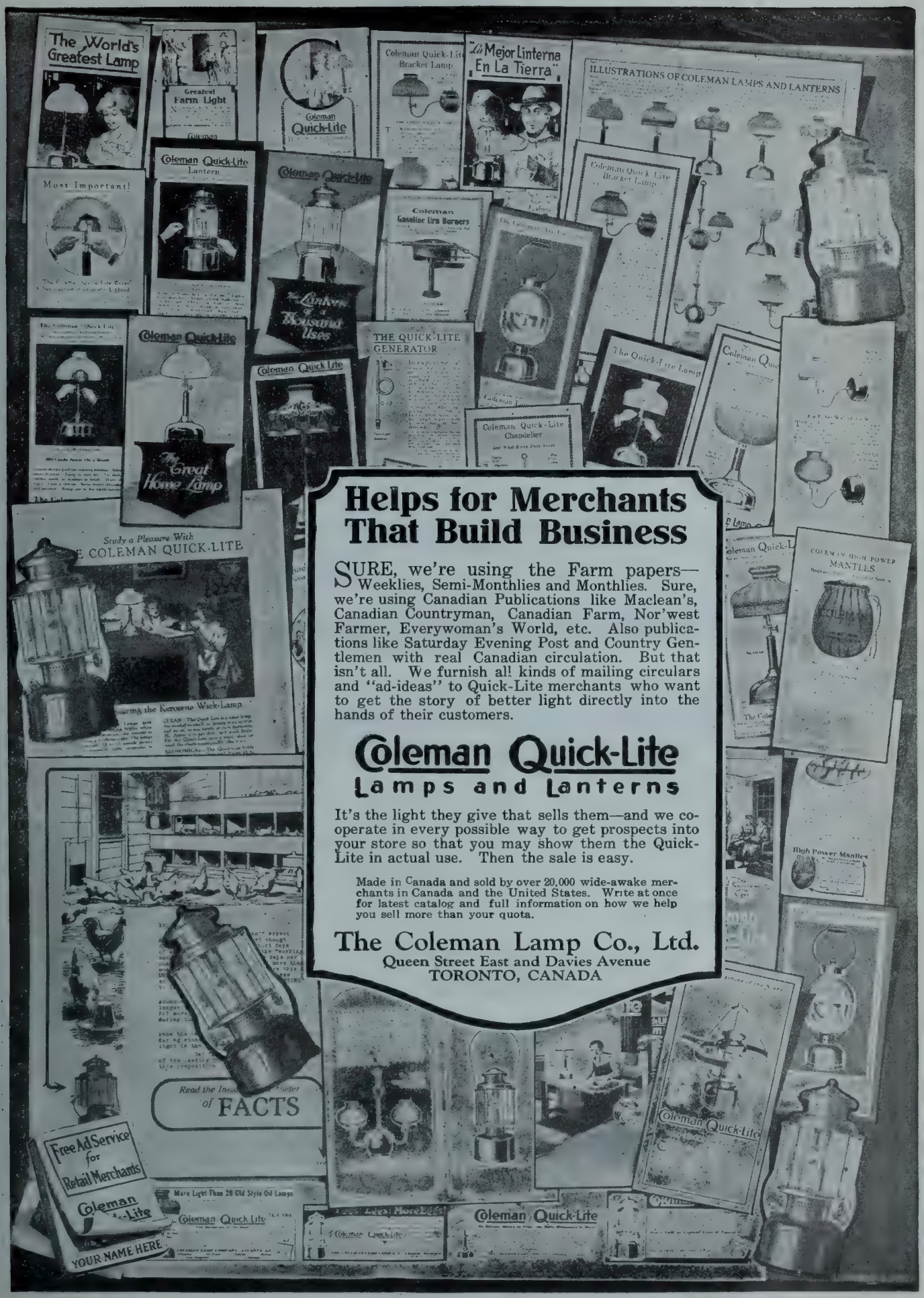
# Folks Often Say —

"You never know people until you live with them." And it's so with tools.
"For more than forty years we old-timers have been 'living with' Starrett Tools.
"We know them—know that underneath the polish there's quality through and through.
"We've learned to know their dependable accuracy, and taught the youngsters to appreciate it, too.
"When you hand out a Starrett Tool over your counter, we know that tool is going to work just as good on the job as it looks in the showcase.
"That's why we say—'Starrett."

Write for the Booklet—"Tools Mechanics Buy."

The
**L. S. Starrett Company**
The World's greatest Toolmakers
Manufacturers of Hack Saws
Unexcelled
ATHOL - MASS.

# Sell Starrett Tools




# Helps for Merchants That Build Business

SURE, we're using the Farm papers—Weeklies, Semi-Monthlies and Monthlies. Sure, we're using Canadian Publications like Maclean's, Canadian Countryman, Canadian Farm, Nor'west Farmer, Everywoman's World, etc. Also publications like Saturday Evening Post and Country Gentlemen with real Canadian circulation. But that isn't all. We furnish all kinds of mailing circulars and "ad-ideas" to Quick-Lite merchants who want to get the story of better light directly into the hands of their customers.

## Coleman Quick-Lite
### Lamps and Lanterns

It's the light they give that sells them—and we co-operate in every possible way to get prospects into your store so that you may show them the Quick-Lite in actual use. Then the sale is easy.

Made in Canada and sold by over 20,000 wide-awake merchants in Canada and the United States. Write at once for latest catalog and full information on how we help you sell more than your quota.

**The Coleman Lamp Co., Ltd.**
Queen Street East and Davies Avenue
TORONTO, CANADA

QuiKwerK TOOLS

# Blacksmith Vises

QUIKWERK Vises have that sturdy construction that means sure grip and long life. Each jaw is forged from a separate billet. The leg and body are made of the same high-grade steel as the gripping surfaces of the jaw. And those gripping surfaces are hand-cut like a good file, so that they take firm hold with minimum pressure.

*Sizes from 30 to 200 pounds*

**All Quik-werk Tools are fully described and illustrated in our new catalog—write for it.**

## THE WARREN TOOL & FORGE CO.,

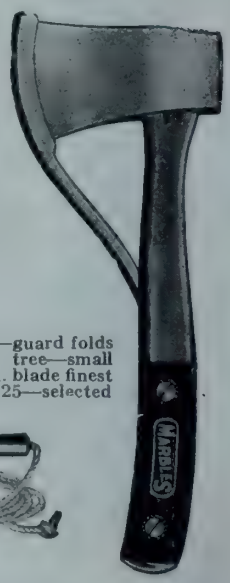
**234 Griswold Street -- Warren, O.**

# MARBLES Outing Equipment

Outdoor men know they can't go wrong in buying Marble's safety pocket and camp axes, hunting knives, gun sights and cleaning implements, compasses, waterproof matchbox, etc. Marble's goods are sold by leading jobbers—if your dealer can't supply you write us. Prices quoted are list—liberal dealer discounts. Be sure you have Marble's 1921 catalog.

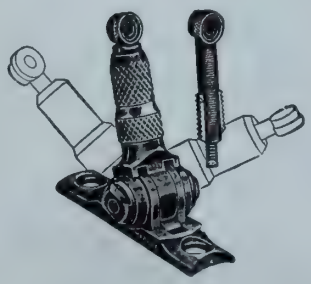
**Woodcraft Knife**

No better knife for an outdoor man—4½ in. tapering bevel blade finest steel, checkered at back to give firm grip. List price—Leather handle $2.25, Staghorn handle $3. Leather sheath included—add 10% war tax.




**Safety Pocket Axe**

Handiest tool ever made for sportsmen—guard folds into handle. Large enough to cut a tree—small enough to carry in the pocket. 2¾ x 4 in. blade finest tool steel. List price—steel handle $3.25—selected hickory handle $2.00.



**Flexible Rear Sight**

Perfect rear sight for nearly all standard American rifles—won't break if struck. List price $4. Complete line Marble's sights described in catalog.

**Shotgun Pull Thru**

Cleaner is made of softest brass gauze washers on spiral core—thoroughly cleans without injuring finest gun. List price $1.25. **Field Cleaner**—for all rifles, same as Pull-Thru, list price $1.00.

## Marble Arms & Mfg. Co., Delta Ave., Gladstone, Mich.

**Pacific Rep.: McDonald & Linforth, 739 Call Bldg., San Francisco, Cal.**

# Multiplying Sales for Forty Years

Just as Butterfield Tools have been multiplying production in machine shops and factories, so they have also multiplied sales for hardware store tool departments. For forty years Butterfield's have been first choice of practical machinists and wise purchasing agents—because they're good.

**Foreign Representatives:**—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

## Butterfield & Co., Division

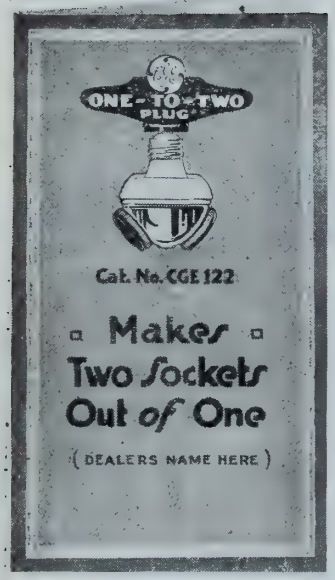
### Union Twist Drill Co.

**Rock Island, Quebec**

# BUTTERFIELD

If interested, tear out this page and place with letters to be answered.

# Attract Attention – Arouse Interest – Stimulate Desire




## The Three Functions of a Good Display

The C.G.E. One-To-Two Plug, conforming to the C.G.E. merchandising policy of packing wiring devices in individual and artistically labelled cartons, is meeting with an enthusiastic reception everywhere.

C.G.E. Wiring Devices, with their distinctive orange and blue labels, practically sell themselves. For example, by dressing your window with One-To-Two Plugs, you cannot help but develop an excellent display which will have its effect on your cash register. The striking design of the cartons showing the adaption of the plug to one or more of its many uses and the message that it makes "Two Plugs out of One" will attract attention—rouse interest and stimulate desire.

A supply of imprinted folders will be forwarded upon request.

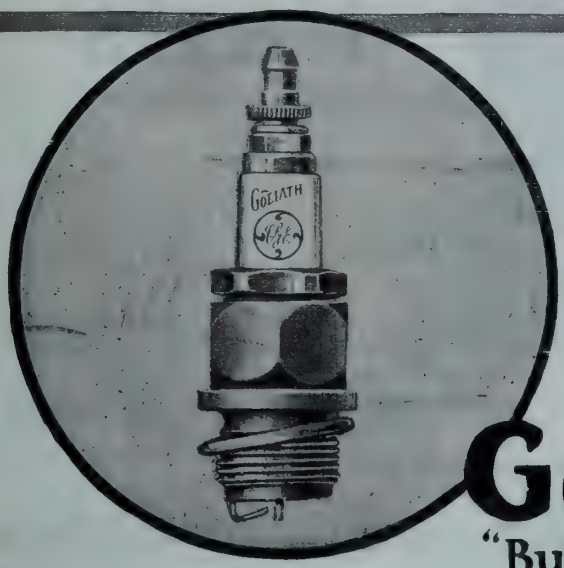
# Canadian General Electric Co., Limited

**Head Office - TORONTO**

**Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver, and Victoria.**

**If interested, tear out this page and place with letters to be answered**

# It's the Spark That Moves the Motor




## Goliath

**"Built for Endurance"**

# A Quality Plug

THE fitness of the Spark Plug for its work, the ability of the plug to energise the gas mixture completely, developing maximum power at every stroke of the piston, is what determines the measure of engine power and the quick or sluggish response to the Accelerator.

The Goliath Plug "won its spurs" through giving unfailing satisfaction. The shell is of heavy blued steel; firing points are of meteor wire. The porcelain, designed for super-strength at points of greatest strain, is made of the finest Cornish Kaolin hardened to rock-like strength.

*For Ford Cars, the Goliath is without an equal*

## Canadian General Electric Company, Limited

**Head Office - TORONTO**

**Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.**

**If interested, tear out this page and place with letters to be answered.**

# Water Pails

(Seamless)

The outstanding features of the Davidson article are quality of workmanship and superior finish. Davidson's pails embrace a very full line, being obtainable in "Colonial," "Premier" and White Enamelled Ware. They are made in five sizes—8 to 16 quarts.

The ears are strong and sturdy, electrically welded. Handles of tinned wire with wooden grips.

**Information and prices furnished on request.**

*The Thos Davidson Mfg Co Limited*

**DAVIDSON**

**Head Office: Montreal**
**Branches: Toronto and Winnipeg**
**Steel Foundry Division: Lachine Canal, Turcot**

---

The "NATIONAL" Line
OF
GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

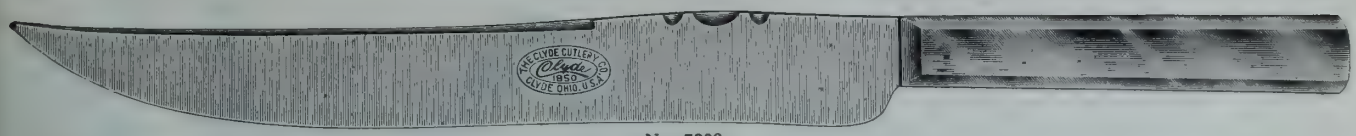
We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

## THE NATIONAL FARMING MACHINERY Limited

**Montmagny, Quebec**




No. 7908

# *TWO HOUSEHOLD FAVORITES*

of exceptional quality and finish, that have proven their worth. No cutlery stock is complete without these two numbers.

**This Trade Mark**

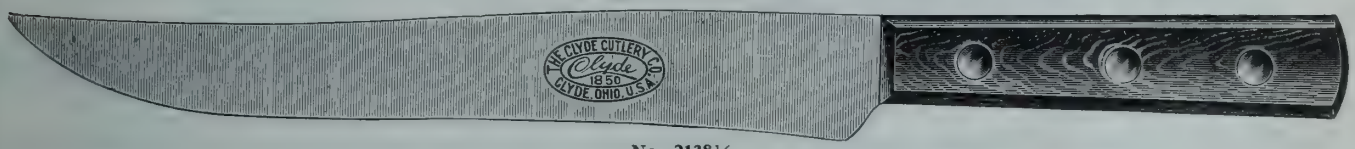
**Is Your Guarantee**

*The CLYDE CUTLERY CO.* make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

CANADIAN SALES OFFICE:

***ADCOCK & BREWER, LIMITED***

*MONTREAL, QUE.*




No. 2138½

# THE NEW IDEA PIPELESS FURNACE

Here is a furnace that presents a golden opportunity for live dealers to make money. The New Idea Pipeless Furnace is easy to instal---prevents tearing up of floors and walls ---uses little fuel and will last a lifetime.

***Descriptive pamphlet sent upon request. Write for it to-day---it means real money for you.***

We also manufacture the famous New Idea Pipe Furnace, the most satisfactory Pipe Furnace that has ever been built.

THE HAMILTON STOVE & HEATER CO., LIMITED

SUCCESSORS TO

GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.

VANCOUVER. WINNIPEG. MONTREAL.

Factory Travelling Representative for Quebec Province, Mr. Charles Nicoll, 614 Aylmer St., Montreal, Quebec.
Special Quebec Representatives: Montreal Supply Co., Limited, 16 Craig St. W., Montreal, Quebec.
Samples of Souvenir Stoves and Ranges and New Idea furnaces on display and carried in stock.
Vancouver Representative: 1073 Hamilton St., Vancouver, B.C.
Winnipeg Representative: 134½ Higgins Ave., Winnipeg, Man.

# McDOUGALL

## "Quality Built Pump Head"

Which when used with any of our standard cylinders will give the utmost satisfaction to both dealers and customers.

*A Pump That is Better Than The Ordinary*

THE R. McDOUGALL CO.
LIMITED
Galt - Canada

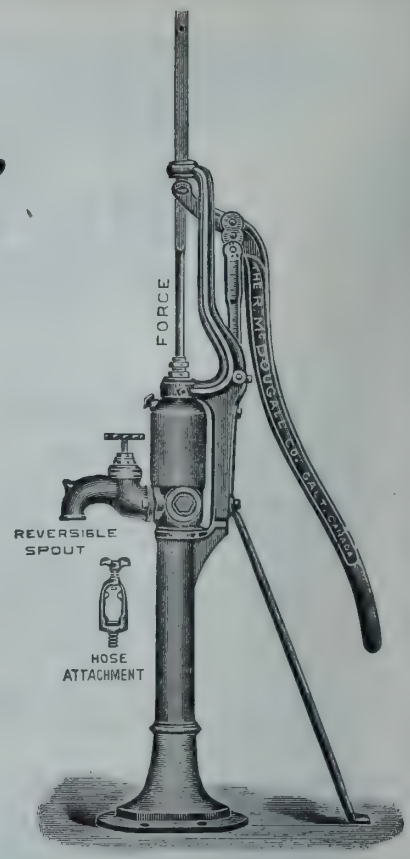



Fig: 121

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WHAT THE STAR STANDS FOR

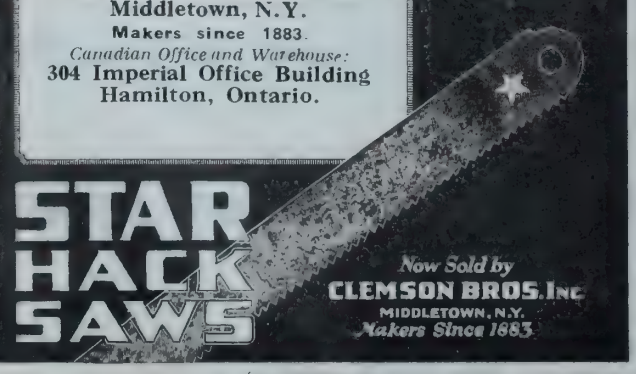
The Star mark on hack saws stands for faster cutting and faster selling in hack saws.

It stands for 35 years of leadership which makes it the best blade for every dealer to carry.

Insist on the genuine.

Star Hack Saws are now sold by Clemson Bros., who have made them since the beginning.

**CLEMSON BROS., Inc.**
Middletown, N.Y.
Makers since 1883.
*Canadian Office and Warehouse:*
304 Imperial Office Building
Hamilton, Ontario.

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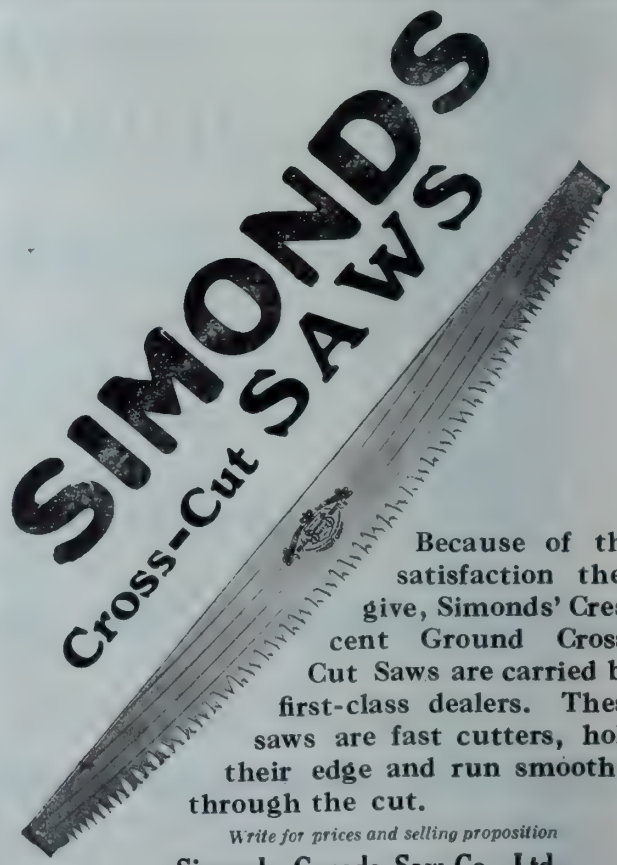



Because of the satisfaction they give, Simonds' Crescent Ground Cross-Cut Saws are carried by first-class dealers. These saws are fast cutters, hold their edge and run smoothly through the cut.

*Write for prices and selling proposition*

**Simonds Canada Saw Co., Ltd.**
St. John, N.B. Montreal, Que. Vancouver, B.C.

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

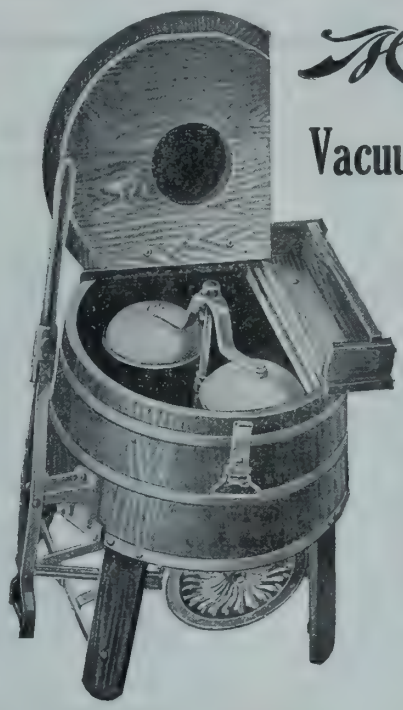
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

**The Parmenter & Bulloch Co., Ltd.**
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

## The Newest and Latest Maxwell Washer

AS ITS NAME implies, this washer cleanses the clothes by the vacuum process—the simplest and most natural method known. It makes instant appeal to every housewife entering your store.



*Maxwell*

## Vacuum Washer

Note that the location of the gears is UNDER the tub. The washer cannot tip over when the cover is open, for there are no heavy gears above tub to make it top heavy. Automatically-cut gears ensure an exceptionally smooth, quiet running machine.

All wooden parts are beautifully finished in natural wood and metal parts painted in aluminum bronze. Its appearance attracts immediate attention. A single demonstration effects many sales, for every satisfied user sells others.

Write for descriptive folder and prices.

**Maxwell's Limited**
**ST. MARYS, ONTARIO**

## UNIMECO WROUGHT WASHERS

MADE IN CANADA

### Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

## Bale Ties

NAILS WIRE

### Laidlaw
In World-Wide Use

SINGLE LOOP

CROSS HEAD

**The Laidlaw Bale-Tie Co.**
Limited
Hamilton - - Canada

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

UBEL

# SEMI-ROTARY PUMPS

Embodying every improvement, every detail that is found to give the best possible results in long, reliable service; that, and the renowned UBEL quality, are the reasons for the continuous success of UBEL Semi-Rotary Pumps.

Double and Quadruple Acting Semi-Rotary Pumps for Domestic and Trade purposes of every description. Contractors' Pumps, Ships' Pumps, Rotary Suds Pumps for Machine Tools, Plumbers' Force Pumps, Boiler Test Pumps, etc.

Write for Catalogue Section P. Free upon application.

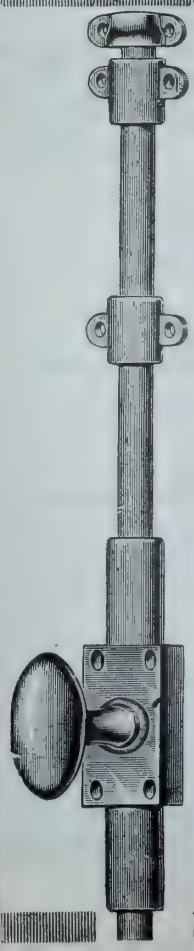
**United Brassfounders and Engineers Limited**

FIVE WORKS — UBEL — 3,000 WORKERS

HEAD OFFICE EMPRESS FOUNDRY

CORNBROOK MANCHESTER ENGLAND

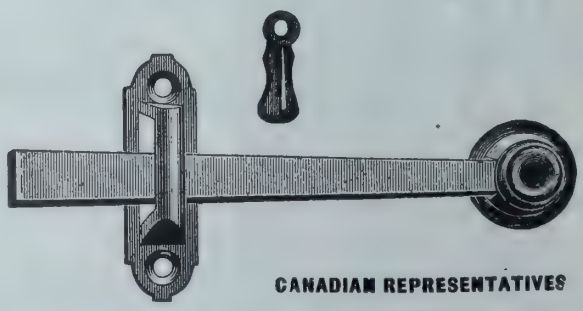
Stocks carried by our Canadian representatives W. H. Cunningham and Hill Limited, 269 West Richmond St., Toronto, Ont.

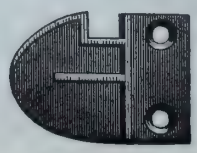


JAMES CARTLAND & SON LTD.

BIRMINGHAM, (ENGLAND)

LEADING HOUSE FOR GENERAL AND CABINET BRASS FOUNDRY





CANADIAN REPRESENTATIVES

G. SMITH
18 Stair Buildings,
Toronto

R.R. SUTHERLAND
402 Confederation Life
Building, Winnipeg

*Canadian Latch & Door Handles*

# MOTHER LAND TRADE SECTION

## JAMES AUSTIN & SONS, LTD.

Established 1774

**St. George's Mills, Hoxton, London, N. 1**

Also at Manchester

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London, Codes ABC. 5th & Bentleys

*AGENTS not yet appointed.*
*Orders and enquiries only entertained through recognised Indent Houses.*

Patent Plaited Cords
Our Speciality Anchor Brand

**PLAITED SASH LINES**

**HALYARD AND LOG LINES**

**VENETIAN AND VERANDAH CORDS**

**GLACIE**

**Blind and Picture Lines.**

**ENDLESS CORDS for FANLIGHT OPENERS ETC., ETC.**

Insist on (AUSTIN'S) makes where Strength and Dur bility are required

# VONO

TRADE MARK (PATENT)

KNIFE CLEANER
Specially Suitable for Colonial Trade.

Low prices.
Good profits.
Quick seller.
Delivery from stock.

Sales assisted with high-class literature free.

Order a sample case to-day.

THE VONO Co
DUDLEY PORT, STAFFS.
& 6 & 7, HOLYWELL ROW, WORSHIP ST, LONDON E.C.

# MOTHER LAND TRADE SECTION

A SOLID SILVER-NICKEL ALLOY

Fentia NICKEL

SILVER-WHITE

EACH ARTICLE BEARS THIS MARK

"FENTIA" is the only perfect alternative for Sterling Silver or Electro-Plate. "Fentia" bears the same colour and finish but is harder and stronger than either. Requires no plating and wears the same white colour throughout.

"FENTIA" is ideal for Table, Hollow and Flat-Ware, Kitchen Utensils and also Chemical and Laboratory Apparatus. After exhaustive tests it has been taken up by England's Premier Shipping Company, leading London and Provincial Hotels and Restaurants, and Railway Dining Car and Catering Services.

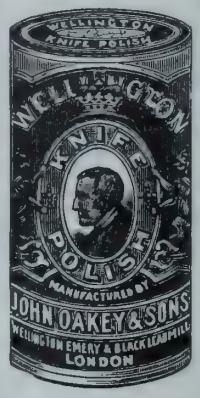
Codes:— ABC, 5th Edtn. Western Union, Marconi

**FENTON BROTHERS, LTD., SHEFFIELD,** ENGLAND Established 1850

Cables:— "Fenton Brothers Sheffield."

## GLAZIERS' DIAMONDS

A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal
Branches: Toronto and Vancouver




## OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

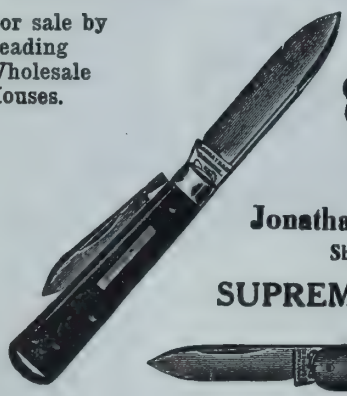
**John Oakey & SONS, Ltd.**

Manufacturers of Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.

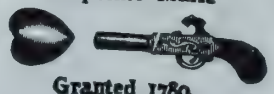
WELLINGTON MILLS
LONDON, S.E.1, ENG.

Agents:
F. Manley, 147 Bannatyne Ave. East
WINNIPEG
Sankey and Mason, 839 Beatty St.
VANCOUVER

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

**Jonathan Crookes & Son**
Sheffield, England

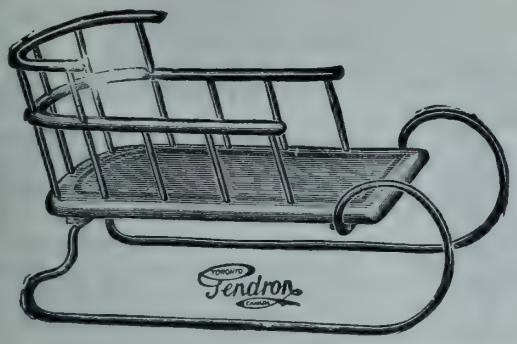
**SUPREME CUTLERY**

## For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.


If interested, tear out this page and place with letters to be answered.




## THE GENDRON MFG. CO., LIMITED

Makers of

# Baby Sleighs
# Boys' and Girls' Sleighs
# Bob Sleighs

*Order now for early delivery*

**THE GENDRON MFG. CO., Limited, TORONTO**

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# MENDETS
A PATENT PATCH

*Will Mend It*

## Sell Service

When you sell your customers Mendets you sell them a service that will save them money in the added life it gives damaged utensils.

Mends all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans. Mendets require no heat, cement, or rivets, go on with a twist—sell with a bang. Orders for Mendets are still pouring in. Millions of boxes sold and still going strong.

## Collette Mfg. Company
**Collingwood, Ontario**

*Your Jobber has them*

---

*Mr. Hardware Dealer*
*Stock Your*

# BANNER
# ASH SIFTERS

**NOW. Don't wait till the 11th hour.**
Remember last year many had to wait as it was hard to keep up with the demand

Made in 3 sizes, No. 1, 2 & 3

RETAILS $2.50 Up

ORDER FROM

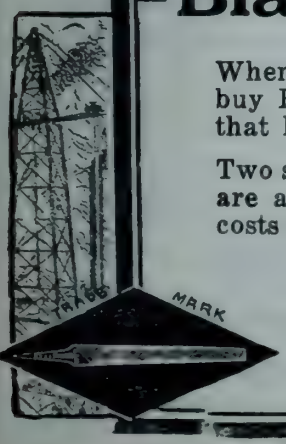
H. S. Howland, Sons & C.
D. H. Howden & Co. Limited
Kennedy Hardware Co., Limited
Hobbs Hardware Co., Limited
Rice Lewis & Son Limited

And other wholesale houses. Ask for full particulars

**THE BURROWS MFG. CO.**

---

# Black Diamond for Cutting




When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

**Established 1863**

## Black Diamond File Works

**G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.**

Owned and Operated by Nicholson File Co.

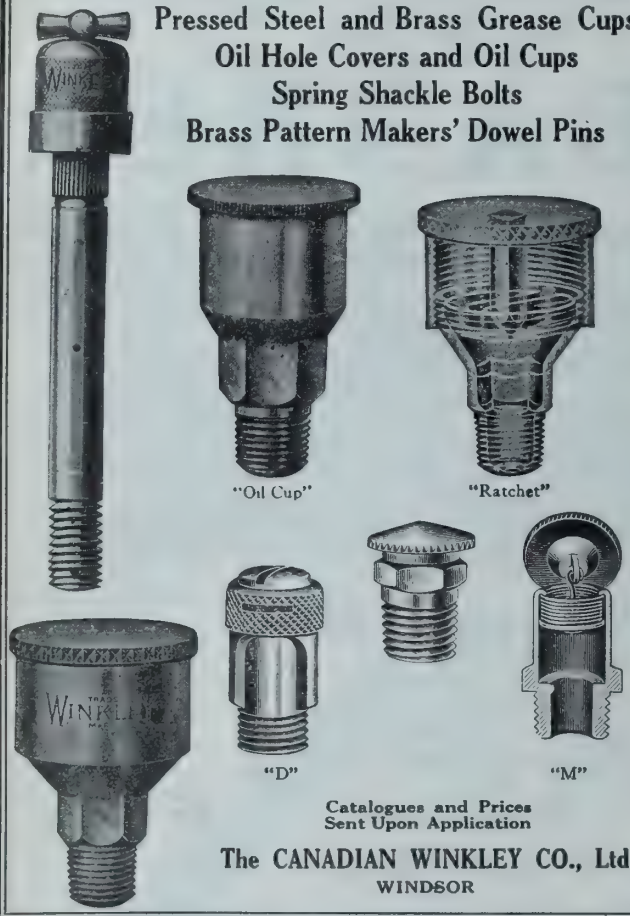
# Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

*Canadian Agent:*

**F. W. Lamplough & Co.** *46 ALEXANDER ST., MONTREAL*

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins




Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

# Again in Demand

**The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.**

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

**Order a supply of Cane's Tubs from your dealer for a source of Good Revenue**

**The Wm. Cane & Sons Company, Ltd.**
**Manufacturers** NEWMARKET, ONTARIO

**Your trade is entitled to the best article procurable for a given purpose, price being equal**

## AERO SASH CORD

**WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.**

**Manufactured by**
**THE AERO MFG. CO., LIMITED**
**LENNOXVILLE QUEBEC**
***Western Agents:* The H. L. Perry Co., Limited, Winnipeg, Man.**

TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

*Ask for Literature*

## Alex. McArthur & Co., Ltd.

*Established 1879*

**82 McGill Street Montreal, Canada**

# HARRIS HEAVY PRESSURE BABBITT METAL

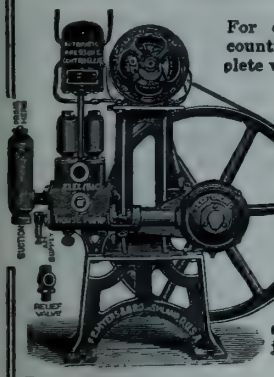
ABSOLUTELY
BEST FOR ALL MACHINERY BEARINGS

**Hundreds of tons in use.**

## THE CANADA METAL CO., Limited

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

**MYERS—Electric House Pumps**



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self - oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

**F. E. MYERS & BRO., ASHLAND, Ohio**

**NOVA SCOTIA STEEL & COAL CO., Limited**

**NEW GLASGOW, N.S.**

*Manufacturers of*

## FERRONA PIG IRON

and SIEMENS-MARTIN

## OPEN HEARTH STEEL

# KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

# LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

## FOR QUALITY THAT SATISFIES

**Send In Your Order Now**

## London Rolling Mills Co.

LIMITED

LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

# Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

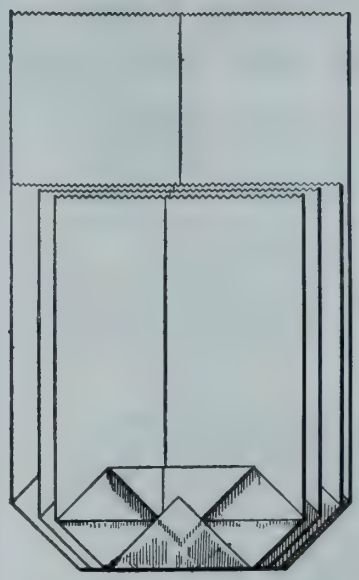
PROMPT SHIPMENTS

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. CO.**

**Milwaukee, Wis.**

# Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

***Request samples and prices. You will be more than satisfied.***

**The Continental Paper Products, Ltd.**

**OTTAWA - CANADA**

# JARDINE

## TAPS *and* DIES

Each Die is in a separate stock and the stocks of length proportionate to the size of die. The necessary tap wrenches too with each set. Always ready; so changing dies in stock. Every die is held firmly by screw, and is easily and quickly adjusted to size. Each stock is provided with a guide collar to lead the die straight on the bolt. The dies have clearance on the face, as well as the underside and can be used to cut up to a shoulder without alteration or adjustment. There is no plate or other projection on the face of the die to prevent it cutting right up to a shoulder if required.

**A. B. Jardine & Co.**

LIMITED

HESPELER, ONTARIO

# Red Devil

# Pliers

What better brand of tools to sell over the counter than those with the "Red Devil" trade mark?

"Red Devil" Pliers are drop forged of tool steel, embodying many improved features in their design. Handles shaped to fit the hand and increase the leverage power — spring-tempered, dentyne knurled; cutting edges stay sharp and *cut.*

Made in 100 styles, in all the popular sizes. They sell readily and at a liberal profit.

*Send for the "Red Devil" Tool Catalog showing Pliers and other tools*

**SMITH & HEMENWAY COMPANY, Inc.**

**Manufacturers of "Red Devil" Tools**

**89 Coit Street Irvington, N.J.**

# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

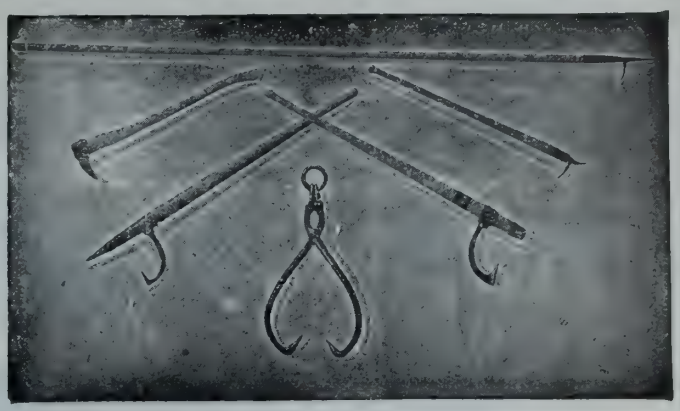
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

Pembroke Ontario

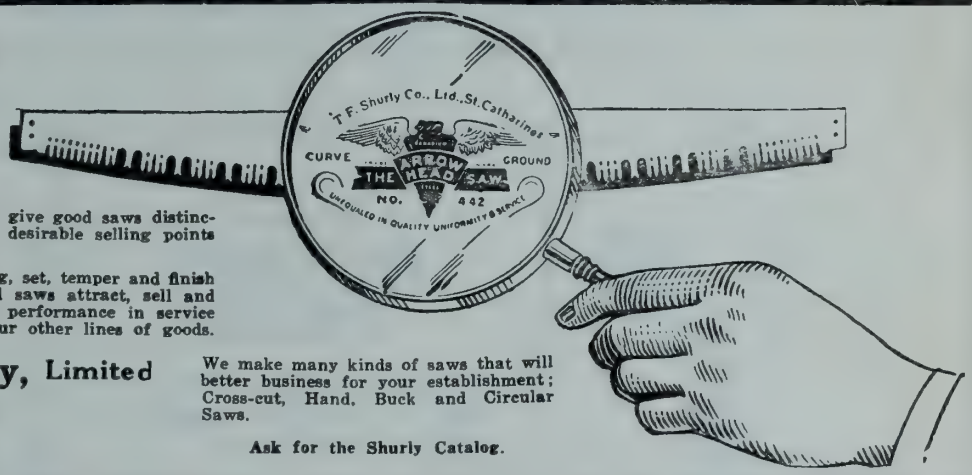


# Arrowhead Saws

*Vanadium Steel*

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.




**T. F. Shurly Company, Limited**
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

# Coolkutter Tool Grinders

*ARE ENCLOSED CUT GEAR MACHINES*

## Points That Make Sales

The Coolkutter Tool Grinder is a quality product that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build you. sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan. made in four sizes.

**Western Hardware Mfg., Co.**
Milwaukee, Wisconsin

# Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

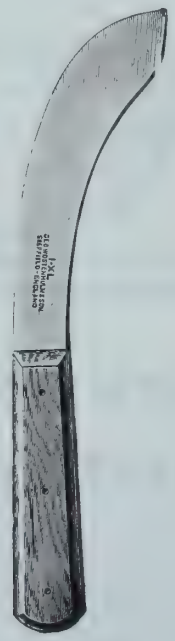
"We Ship While Others Are Thinking About It."

**Wheeler & Bain**
Toronto, Canada

# BUTCHER KNIVES

## I-XL

**No. 2609**—Sizes 5, 6, 7, 8, 9, 10, 12 and 14 inches



**No. 2609**

**Skinning Knives**

Sizes 5 and 6 inches

## I-XL BUTCHER KNIVES

are presented to the trade with a positive guarantee back of each blade.

Every piece is hand forged from the finest double shear steel, by a selected class of most skilled cutlers who grind and temper these blades in a manner most suited to their requirements; they are then carefully inspected to insure perfection.

We therefore gain the highest point of efficiency, making not only a knife but a high-grade Butcher's tool.

I-XL on a butcher knife is a pledge of quality to your customer.

*Geo. Wostenholm & Son*

**No. 2709**

**Sticking Knives**

Sizes 5, 6, 7, 8 and 9 inches

# GEO. WOSTENHOLM & SON

*SHEFFIELD* — *ENGLAND*

## A. MACFARLANE & COMPANY, LIMITED

MONTREAL, QUEBEC SOLE AGENTS FOR CANADA

*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII AUGUST 6, 1921 No. 32

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## The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

## HARDWARE AND METAL

GEO. D. DAVIS, Manager

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SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

*ALUM*
*BLUESTONE*
*BORAX*
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560 St. Paul Street West
MONTREAL

# "Queen's Head" Galvanized Iron

QUALITY + PRICE
= SATISFACTION

**JOHN LYSAGHT,** LIMITED
Manufacturers
BRISTOL, Eng.

**A. C. LESLIE & Co.,** LIMITED
Mgrs. Canadian Branch
MONTREAL

# AT LAST!

## A Vacuum Cleaner Which Eliminates All Trouble

"The Cleaner With the Ball Bearing Motor"

## The MITCHELL is Canada's Greatest Cleaner

The MITCHELL is the *only* Cleaner made in Canada under one roof, from casting to Motor. It is built with *all Canadian* capital by *all Canadian* labor.

The MITCHELL is the only Cleaner that has, as standard equipment, a Ball Bearing Motor.

The MITCHELL Cleaner is backed by a guarantee that is the most liberal ever made.

The MITCHELL is the first Cleaner in which is combined high Volume and Velocity of air and a revolving brush. Brush is driven from *both* ends.

**THE MITCHELL VACUUM CLEANER Co., Limited**
589 St. Catherine St. W., Montreal,, Que.

APPLY FOR THE MITCHELL DEALERSHIP:

MITCHELL dealers are granted exclusive territory.

A big advertising campaign will give The MITCHELL tremendous selling momentum.

A MITCHELL dealership ties up very little capital and opens the way to liberal profits on a big volume of business.

WRITE or WIRE FOR INFORMATION REGARDING THE MITCHELL REPRESENTATION.

**Act today! There will be only one MITCHELL dealer in your city.**

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. AUGUST 6, 1921 No. 32

# Contradictory Rulings from Ottawa

Definite Rulings Recently Made by High Officials of Inland Revenue Dept. and Findings of Two Test Cases, Reversed in Contradictory Statements Made From Ottawa—Procedure of Case of G. A. Elliott, Hardware Merchant of Brantford, Ont. Outlined in Detail.

—Hardware & Metal Quoted—

DESPITE the definite rulings made from time to time by officials of the Department of Customs and Inland Revenue as to the status for taxation of tinsmiths and hardware merchants conducting tinsmith shops, further complications have arisen which make it impossible for the tinsmith to know just what his responsibility is.

This matter was dealt with by Hardware and Metal at the time it was proposed to tax tinsmiths as manufacturers rather than as retailers, and as result of strenuous protest, George W. Taylor, Assistant Deputy Minister of Customs and Inland Revenue gave a definite ruling to the representative of Hardware and Metal in Ottawa, as follows; "If the work he is doing is being done for the consumer, regardless of what he is making or assembling; then I say most emphatically he is a retailer and cannot be classed as a manufacturer."

Subsequently a test case was arranged in the Ottawa courts to test the validity of classing as a manufacturer a merchant who assembles or does special order work for customers. It was decided by the presiding judge that merchants such as tinsmiths who do repair work and make up eavetrough etc. could not be classed as manufacturers. On the strength of this case, merchants were recommended not to take out manufacturers' licenses despite the rulings of local Collectors. Then in view of the fact that some local Collectors harassed some dealers with their own rulings, endeavoring to make a distinction between sheet metal workers and tinsmiths, the case was again brought to the attention of Ottawa authorities by Hardware and Metal. This time it was stated that local Collectors' rulings were not necessarily final, that appeal could be made to the Ottawa authorities, and that if the merchant was satisfied that he was doing a strictly retail business, that he should write the words "Abandoned" upon the papers sent to him, and return them to the Department, when the case would be brought to the attention of the Department at Ottawa and final ruling given as already outlined.

### A Manufacturer Nevertheless.

In face of these rulings from high officials, George A. Elliott hardware merchant of Brantford, Ont. has recently been informed by some official of the Department at Ottawa who writes a letter and then rubber-stamps the signature of R. R. Farrow, Commissioner of Customs & Excise, that he is a manufacturer. Significantly the letter so informing Mr. Elliott written on July 15th, 1921, is in direct contradiction to a letter written from the same Department and with the same rubber stamp signature, but bearing different signature initials of the writer, written on June 28th previous. The correspondence in the case shows that there is some difference of opinion among officials of the department at Ottawa. The stages of this case will be traced herewith.

Mr. Elliott took out a manufacturers' license,as prescribed, this license having expired on March 31, 1921, he then declined to take out license for the succeeding year on the basis of advice given by Hardware & Metal. He thereupon received letter from the local collector of customs and excise quoting a paragraph from a letter from the Department addressed to a firm doing a similar business. This letter was as follows:—"I am advised to the effect that you manufacture sheet metal work and also that you produce goods for contractors. In consideration of the above, your business cannot be considered as exclusively retail and same must therefore be operated under a sales tax license and sales tax collected accordingly."

### Quotes Hardware and Metal.

On the basis of this letter the collector in Brantford stated that he considered it necessary for Mr. Elliott to take out manufacturers' license. Thereupon Mr. Elliott wrote to George W. Taylor Ass't. Deputy Minister of Inland Revenue, Ottawa,quoting the interview with that official which appeared in Hardware and Metal and mentioning the result of the test case and quoting the definition of a manufacturer as laid down in that case, namely, "one who manufacturers articles for sale, to be sold again by a retailer or a jobber." Mr. Elliott pointed out that on this basis he was doing a strictly retail business as orders were accepted directly from the consumer.

Replying to this letter came the following letter signed with the rubber stamp signature of R. R. Farrow, Commissioner of Customs & Excise, but apparently dictated by someone else. It read:—

> "You are informed that the status of tinsmiths, selling exclusively by retail, goods made to the order of each individual customer, has been established as being that of "retailers" and not subject to payment of Sales Tax on their sales. The Collector of Customs & Excise at Brantford is being instructed in this regard and you will please communicate with him."

### A Radical Change.

However this ruling was radically changed in a subsequent letter sent from the same department and signed similarly except for different initials of the party dictating the letter. It read:—

> "With further reference to the question of your status for purposes of sales tax, you are informed that as the result of an investigation of your business, it has been decided that you are not entitled to classification as retailers. It will therefore be necessary that your business should be operated under as ales tax license and that you should make payment of sales tax to the Department."

Discussing the matter with Hardware & Metal, Mr. Elliott pointed out that the only investigation conducted in the meantime had been a brief telephone call from the collector in Brantford and that no new information concerning his business had been secured as result.

In answer to this last letter Mr. Elliott wrote at length to G. W. Taylor, Ottawa, explaining complete details concerning his

business, as follows:—

"I wish to advise the only investigation my business received was a telephone call from the local customs department asking if I made eavetrough, furnace pipe and furnace casings. I advised that I did so.

"I am enclosing two sample contracts of the class of work we do, and I will ask that you refer to your letter of June 28th in which you advise the status of tinsmiths as being retailers. Your recent letter is a direct contradiction of this ruling.

"I feel the local collector is giving reports that do not represent the case. My workshop is part of my retail hardware business. I employ from one to two tinsmiths and do the class of work as outlined in samples submitted. I am not desirous of evading any tax my business should rightfully pay, but if your ruling as outlined on July 15th is final then every tinshop in the country is liable to this tax and the advice given by the trade papers to the trade is not correct (see clipping attached, Hardware and Metal, June 4th, 1921). Also every custom's tailor, blacksmith, dressmaker and other sundry lines which are now not taxed are subject to the same tax as the nature of their business is exactly the same."

At time of writing Mr. Elliott had not received reply to this last letter but a further investigation conducted by Hardware and Metal in Ottawa, reveals the fact that this question has not been settled yet in a manner satisfactory to all concerned.

### Other Cases as Well.

Action has been taken on this matter by the Retail Merchants' Assn'. through T. A. Beament, a lawyer who is said to be well posted on the Inland Revenue Act. The R.M.A. is having much the same trouble as outlined in Mr. Elliott's letter, a number of their members reporting the same difficulty. E. M. Trowern, Secretary of the Dominion Board R.M.A. states that everyone is much annoyed at the contradictory rulings that are being made, and that despite the fact that two suits have been settled in the courts in favor of the retailers that the department is still insisting in some cases upon the payment of sales taxes.

In order to determine what course to adopt, arrangements have been made for a general conference of heads of the various branches of the Department including the Minister of Customs and Inland Revenue, and representatives of the merchants. Special reference will be made, on the suggestion of Hardware and Metal, to the case of the tinsmith, in an effort to clear up the difficulty finally. Should a deadlock occur in this conference it is quite evident that merchants could decline to pay any attention to the requirements of the Department because such requirements could not be upheld in court in view of the fact that two test cases have failed. In the meantime the merchants' representatives in Ottawa advise retailers to take no notice of any rulings of local collectors and if any attempt is made to threaten or harass any merchant that this be brought to the attention of the authorities at Ottawa.

# Large Production of Stoves and Furnaces

## Statistics Issued by Government Show Production of Gas, Coal, Electric, Wood Stoves in Canada, Also Furnaces, Radiators, Parts Etc.—Products of Eighty Million Dollars Made From Materials Costing Twenty-Six Million.

OIL stoves and heaters to the number of 71,080 and valued at $564,701 were manufactured in Canadian foundries in the calender year 1919, according to statistics just secured by Hardware and Metal from the Dominion Bureau of Statistics. The report covers the operations of 731 individual plants in Canada. The number and value of other kindred products manufactured in that period are as follows:—

Gas stoves, 44,624, valued at $890,013; Coal stoves 125,759 valued at $4,117,254; Electric stoves, 7,851, valued at $388,308; Wood stoves, 26,717, value at $459,999; Hot air furnaces, 9,816, valued at $1,029,-761; hot water furnaces, 7,713, valued at $1,232,702; Radiators and parts 11,361 tons, valued at $1,547,061; Stove parts 8,537 tons valued at $1,107,511; Furnace parts, 1874 tons, valued at $307,824; Grate bars, 1,001 tons valued at $123,236; Ventilating appliances 3,880 valued at $529,462; Hot air registers and grills, 4,931 values at $501,427; Tools of all kinds valued at $1,582,672. The total value of such products was $81,710,215.

Taking Canada as a whole there are 731 foundry and machine shops representing employees earning yearly wages of $29,-289,592. Materials costing $26,301,761 were used to manufacture products with a total value as already mentioned.

# Watch for the Annual Fall Number

On August 20 the 33rd Annual Fall Number of Hardware and Metal will be published. This number will contain a wealth of helpful data in its editorial and advertising pages, for the retail hardware merchant. Under present conditions when every selling idea is needed to keep the wheels of business revolving, the unique suggestions contained in this big issue will prove most helpful. In addition to the regular departments of news and comment, including the most complete stove and furnace department ever issued by a Canadian trade paper. Following are a few of the subjects which will be dealt with editorially:—

"WHAT'S AMONG THE MANUFACTURERS" Crisp comment on outlook and selling suggestions from manufacturers in all lines of hardware.

"MODERN FIXTURES ATTRACT NEW CUSTOMERS" F. W. Karn, Woodstock, Ont. after 20 years business in city finds new store and fixtures bring new customers.

"A COMMUNITY SALE TO HELP LOCALMERCHANTS" Details for conduct of Community Sale, illustrations of floats and hardware displays.

"CORRECTING THE ABUSE OF CREDITS" An important matter under present conditions. Some advice from an authority.

"HANDLING THE FARMERS' TRADE" How Besser & Chesle, Valleyfield, Quebec, develop trade with farmers under present conditions.

"RETAILERS' IDEAS FOR INCREASING TRADE" Original ideas used by retailers to speed turnover.

"YEAR 'ROUND ACTIVITY IN TOY DEPARTMENT" How successful toy business has been built. Advertising and display suggestions for toys.

"HELPFUL HINTS FOR THE TINSMITH" Some patterns showing how some tinsmiths' problems are worked out.

"THE ELECTRICAL ERA" Development of electrica appliances and extension of their use with suggested' window display for Fall, add suggestions, etc.

"POINTERS FOR FALL STOVE SELLING" Use of separate department, conducting stove service, department, displays at the Fall Fair.

"TO HELP WRITE THE FALL ADVERTISEMENTS" Suggestions for effective publicity for various Fall lines of hardware.

"HARDWARE DISPLAYS AT FALL FAIRS" Brockville Hardware Co. and other hardware firms display at Fall Fairs, with list of Fall Fair dates.

"CONDUCTING A "SAVE THE SURFACE" DEPARTMENT" Showing how a Montreal firm conducts its paint trade as a "Save the Surface" Department.

"MEETING PAINT PROBLEMS OF THIS FALL AND WINTER" Some helpful pointers by F. A. Farrar.

"CURRENT HARDWARE MARKET REPORTS" Interesting comment on tendencies in the markets on hardware commodities. Tables and other price information.

# Hints on Seasonable Advertising

*The reproduction of some sample advertisements herewith will give some idea of the lines being advertised by others in the trade in all parts of Canada, and will impart some ideas or suggestions which others may incorporate in their local advertising.*

THE continuance of warm weather, the vacation period and reaching the height of the preserving season make the month of August a busy one for various lines of hardware. In planning the advertising for this month the retailer may take some helpful suggestions from the ads and comments shown herewith.

Vacation goods are featured in the ad by W. H. Thorne & Co. St. John, N.B., under the title "Go Camping this Vacation. A joyous, care-free life is camping, it brings complete change and entire rest. Let us fit you out to spend a couple of weeks in the woodland beside a babbling brook, close to the great heart of nature. We are ready to provide you with everything in camping supplies such as light, strong white duck tents, folding camp cots, canvas chairs, camp cooking utensils, camp stoves, vacuum bottles, vacuum jars, lunch kits, flashlights, canoes, paddles, back rests, life saver cushions, air pillows, axes, knives, etc."

Another ad by the same firm in connection with ice cream freezers reads; "Make smooth, delicious ice cream, quickly, easily economically. Make it at home, exactly to suit your taste and have the comfort of knowing that there will be plenty for everybody, at the lowest possible outlay. An ideal summer desert is ice cream and you can make it so easily in a ——ice cream freeze which freezes the cream smoothly and evenly in only a few minutes and consumes very little ice. Let us tell you about .it."

### The Preserving Season.

For the preserving a number of retailers' ads are dealing with various kitchen utensils. The ad by Kerr's Hardware, Dundas Ont., illustrates a number of preserving needs and under the heading "Make your summer canning a success" it says, "The housekeeper can do her canning, jelly-making and preserving with complete success, because she has so many new improved labor-saving methods at hand nowadays. Our assortment of preserving time needs includes fine kettles and ladles, fruit jars, jar holders, canning racks, colanders, measuring cups, glass and aluminum strainers and all of the smaller articles needed. Dealing with a showing of aluminum ware the ad says: "Preparing the meal is just a matter of going into the kitchen and getting the meal ready. Aluminum ware makes the work more enjoyable and the meals more wholesome and satisfying." Mentioning oil stoves for summer cooking it says: "Keep your kitchen cool. No wood or coal to carry. No ashes to empty."

A number of lines of kitchen utensils are illustrated in the ad by Tourtellot Hardware Co. Ltd., Fort William, Ont., announcing a special enamelware sale, and in view of the low prices,mention is made that there are no seconds in the sale.

Advertising refrigerators as a "Help for your wife" will appeal to most husbands who are desirous of lightening the burden of housework for their wives during the warm weather. The ad, as illustrated, states "during this hot weather your wife needs help with her work. Buy her a washing machine, an electric range or a refrigerator."

### Painting a Picture.

Under the heading "The Open Window, You Know it, too don't you?" a somewhat unusual ad by W. R. Whitby, hardware

Continued on Page 40

# Conducting District Retailers' Association

Novel Means Employed by District Organization of Retailers in Toronto For Concentrating Local Buying Interest and Raising Status of Stores—Scope to be Extended by Central Ass'n.—Conducting Annual Picnic and Other Social Activities.

THE more you buy in your own district, the greater range and variety of articles and larger stocks will those merchants be able to provide for your convenience and choice."

This is a time honored business truth which was included by the Bloor-Bathurst Business Men's Association Toronto, when giving publicity to their second annual summer picnic. An outing of this description has a very real and significant connection with the hardware trade.

Originally formed some two and-a-half years ago in one of the more cosmopolitan sections of Toronto, the Bloor-Bathurst Business Men's Association has history, objectives, methods, achievements, and growth to its credit; which factors provide interesting lessons to other progressive retail merchants.

The active promotion of district welfare and the extension of the community spirit are influential developments co-ordinating with the progress of this organization. The primary objectives are;—"improved streets," thereby aiding the refinement and atmosphere of the district: "more up to date stores," resulting in increased attraction and popularity among the general public and residents in the vicinity particularly: and "quality service" in every sense of the term, which brings worth-while dividends in a better class and more permanent volume of clients.

### All Retailers Share.

During recent months, seven similar bodies have been organized in the city of Toronto and outlying districts, and others are in course of formation. While such a movement as this is not confined to hardware—or any one particular class of merchants—yet all members share in equal proportions the benefits and advantages derived from participation in the association activities.

As soon as this organization work is completed, it is the intention to form a central association composed of representatives from the officers or executives of the various district bodies, in order that the pulse of the movement will be centralized and the scope and unified action thereby strengthened. The aims of such a central body consist in working for the entire betterment of local transportation facilities; to participate in the different trade matters affecting retailers generally; to elevate the standard of merchandise; to assist toward a higher plane of store management; and to give more weight to the retailers participation in matters of public interest, and affairs directly or indirectly affecting the welfare of the city.

### Conducting the Finances

A tribute to the executive ability of the officers of the Bloor-Bathurst business club is found in their management of financial affairs since inception. The membership fee is $5.00, and the situation is unique in that the association treasury still has a reserve, and no member has yet been called upon to contribute anything other than the original levy. If these facts become recognized by the public as a reflection of the manner in which the merchants handle their individual stores, trade activity should be stimulated along similar lines.

One of the chief desires is the maintainance of high-class stores in the district, and should a vacant or new store become available, the Association takes a keen interest in securing only desirable occupants and trustworthy merchants.

### No Restrictions on Competition.

This does not mean interference. There are no restrictions placed upon competition in any line: such investigations only extending to the class of store, the proposed degree of service, and whether the suggested business is a satisfactory one for the locality. The adoption of these principles gives additional respect to the powerful influence of such a body, especially in public affairs; for there are few, if any, consolidated organizations of this description so closely in touch with the people.

The strength and unity of this merchants association is attributed in a large measure to the social program having a proper place in their sphere of activity. Indulging in sensible recreation is one of the principles of organization, and dances and banquets conducted periodically during the winter season, correspond to picnics and similar affairs held in the summer: all of which serve to hold the members together.

"Pass - it - along," or "Co-operation," is a membership slogan containing more than the ordinary meaning.

### 95% Representation.

The growth and popularity of the Bloor-Bathurst Business Men's Association is contained in current membership figures, which show an enrolment strength of 95 per cent, based upon a district canvass for possible members. The executive committee is composed of merchants from the various trades, fully representative of each class, together with the following officers:—President, M. E. Stanfield; Vice-Presidents, G. T. Smith and H. W. Morley, Financial Secretary, H. S. Arnold; Treasurer, W. T. C. Morson; Publicity Secretary, C. H. Bushnell.

### The Annual Picnic.

This year the annual picnic was held at Long Branch and the methods and system adopted might be copied by other similar bodies with good results.

While the expenses of decorations or parades were eliminated, the event was well advertised by other means. The merchants, individually and collectively, advised their customers, and a window display of prizes was supported with the distribution of a comprehensive program in the form of a booklet, containing advertisements from practically all the district merchant members. This not only covered the cost of printing, but also provided a source of revenue for the association. Another resort affording financial independence were the picnic tags, which, printed at a cost of one cent each, were sold to the members at 5c each. The merchants in turn then freely distributed them among their regular customers.

### Attendance of 2000.

The picnic was absolutely free to all customers and friends holding tickets. Children were included in the catering preparations, and arrangements were also made to entertain a number of invalided and crippled soldiers from a local hospital. An estimated attendance of 2,000 people testified to the success of the venture. Free transportation over both the city and suburban radial lines was provided by the association. Ten special cars were chartered for this purpose, the start being made at a selected spot centrally located.

Continued on Page 39

# Publishing Under Strike Conditions

**Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.**

**Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports etc. are being continued as usual and we would ask the temporary indulgence of readers if the issue is received a little late.**

# News of Western Canada

## Shows Penetrating Value of Ammunition

*Novel display by W. W. Cooper & Co., Swift Current, Sask. shows plough shares riddled with ammunition carried by this firm showing penetrating value as compared with other lines of ammunition.*

TAKING old plough shares and shooting holes clean through with the new 30-30 cartridge; and placing these in their window, accompanied by a neat display of other ammunition was a feature attraction displayed by W. W. Cooper Company, of Swift Current, Saskatchewan for the shooting season.

That results were obtained, is quite evident when this firm states that 36 boxes of 30-30 ammunition were sold the first day this display was shown, not mentioning the increased sales of the following sporting and shooting season.

**Not Confined To One Calibre.**

Because this feat was accomplished by a 30-30 cartridge did not confine the sales to the one calibre, but it started, and continued to boost, all sizes of metallics and paper shot shells. This is only one method of featuring ammunition; it is the belief of this hardware firm that other attractions could be shown with equal results, and it is their intention of "following up" with other features. In this section of the Dominion, and it is probable in the country as a whole, the 30-30 is the most popular calibre in the sporting rifle, therefore, the advantage was taken to perform something that was thought almost impossible, hence the plough shares.

In Southern Saskatchewan, in proximity of Swift Current, the shooting of coyote, prairie wolves and a few antelopes, is practically all the game where a rifle of a larger calibre could be used to an advantage, but both Manitoba and Saskatchewan offer bigger and better sport in the Northern parts where hunters find their way during the sporting season. This same situation applies to Ontario where our sporting friends like to go during the deer season.

By encouraging turkey-shots, fowl shooting matches, or forming shooting clubs, or even in the summer months if target shooting was assisted by timely and attractive window displays the Swift Current merchant believes sales of ammunition could be greatly increased, and help to a great extent to shorten the off-season, which commences with the vanishing of the snow in February or March and remains with us until the Fall season commences in September.

W. W. Cooper Co., Swift Current, Sask. Makes Early Fall Display of Penetrating Power of Ammunition Shooting Holes Through Old Plow Shares.

### WESTERN NOTES

Fort Saskatchewan, Sask.—Fort Hardware Co. announce the opening of a new hardware store in this town.

Milden, Sask.—S. R. Machan & Son, hardware, suffered total loss by fire.

### WESTERN AUTOMOTIVE EQUIPMENT SHOW.

Winnipeg.—The second annual automotive equipment show staged by the Western Canada Automotive Equipment Association will take place February 6th to 11th (both dates inclusive) 1922. During these dates the annual Bonspiel is held in Winnipeg and attracts thousands of visitors to the city from all parts of Manitoba, Saskatchewan and Alberta.

## Conducting Retailers Association

Continued from Page 38

Free return tickets over both transportation systems were handed out to participants, so that picnickers were able to return home at their convenience, either in a body or individually. These tickets were afterwards redeemed by the Association from the radial companies. The usual program of sports with many novelty and special events was included; the value of prizes in this connection being placed at $800.00.

Liquid refreshments were provided without charge. Other refreshments were available on the grounds, and the efforts of a well-organized committee contributed to the comfort and enjoyment of all attending; the District Merchants Association recognizing in this departure, another opportunity for developing the healthy good-will of both new and old customers.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal Vancouver Toronto Woodstock Winnipeg

THE PAINFUL accident suffered by a hardware merchant of Sherbrooke, Que. due to being struck by the handle of the pump used for pumping boiled oil, on the rebound of the handle under great pressure, indicates the necessity for keeping the tap and pipes clean on pumps where boiled oil is used, as it rapidly clogs and causes trouble.

## The First Step

THE reduction of surplus stocks on the manufacturers' hands and in the hands of wholesalers and retailers, has been the first step toward a readjustment, and though every merchant claims to be marking prices down in line with replacement values, yet the entire liquidation of old stocks and the bringing into the market of new stocks manufactured at lower costs, will ensure a more rapid movement of merchandise. Many lines of goods are being produced cheaper today than for some years and from information available those hardware merchants who are keeping the confidence of their customers by showing that they are in good faith and passing on any benefit of price reductions, are maintaining a very fair volume of trade. In some cases this is exceeding the turnover of last year, which, in view of lower prices, means a proportionately larger turnover of merchandise.

## Wires Crossed at Ottawa

FURTHER evidence that the tax regulation introduced by the present officials at Ottawa are not only difficult for others to understand but are also beyond the comprehension of these officials themselves, is quite evident from the confusion which has been caused by the original classification of tinsmiths and other retailers as manufacturers, for the purpose of taxation. This question has been threshed out on many occasions and what was thought to be a final settlement arrived at, only to crop up again from some new angle.

Elsewhere in this issue the complete procedure of the dealings of G. A. Elliott, hardware merchant of Brantford, Ont., with the Department of Customs and Inland Revenue at Ottawa, is reviewed. This correspondence quotes the rulings which the Ottawa representative of Hardware and Metal secured direct from George W. Taylor, Ass't. Deputy Minister of Customs and Inland Revenue, and also quotes the findings of the two test cases, which were in favor of retailers, and also quotes the actual statement made in a letter signed by R. R. Farrow, Commissioner of Customs and Excise. Yet despite all these assurances,a letter from the same department is received by Mr. Elliott stating that as result of an investigation conducted in the few days between the letters his status is changed to that of a manufacturer. The investigation consisted of a brief telephone call from the local collector who merely enquired if he made eavetrough, furnace casings etc. Such information could in no way alter the case as all tinsmiths make such lines.

It is a most unsatisfactory condition when two high officials of the Department contradict each other, and the one contradicts himself in his own correspondence . It is time some definite and logical stand was taken in such matters, applying to all without discrimination.

In an endeavor to arrive at a final and definite ruling which will be thoroughly understood by all members of the Department of Customs and Inland Revenue and which will be in keeping with the logical status of the retail hardware merchant, a conference is being called of the Minister of Customs and Inland Revenue and all the heads of departments at Ottawa and representatives of the various retail merchants interested. This conference, arranged partly due to the suggestion of Hardware and Metal for a complete airing of the case is to be held at Ottawa, and the case of the tinsmith outlined and others will be introduced so that a definite ruling regarding tinsmiths will be made.

## A Short Cut

THE importance of retail merchants basing their prices on replacement values cannot be overestimated, as it is only by such that a return to normal trading conditions can be established. Though many merchants claim to be following this policy there are some wholesalers who claim to have investigated several cases and found that price reductions made by them and by manufacturers were not being carried on by certain retailers.

The policy of re-marking retail prices on the basis of replacement values, is the most effective means of aiding business at present, and if this is not followed by all merchants it will bring some discredit upon them as a class. Already many aspersions are being cast upon the former good name of some Canadian retailers by various officials. The Ontario Minister of Labor in a recent address commended the attitude of certain manufacturers and retailers who had accepted their losses courageously and warmly criticized those manufacturers and retailers in Canada who cry "Buy in Canada" and then hold out for wartime prices for their goods. This official charges that someone is "cheating" in the process of readjustment and that this is proving a severe handicap.

"Cheating" may be a strong word to apply to the condition; no doubt some merchants think they are fully entitled to the best price they can get for their goods and imagine that they are protecting themselves against loss by holding the goods longer and finally getting the long price. According to correct merchandising methods there is much more profit to be made on a small margin and a rapid turnover than a slow turnover and a bigger margin. Various industries have all proved that low profits and a big turnover make good business. So it is with the retail merchant, and the need of adopting this policy is even more pressing in his case as most of the goods with which he replaces present stocks can be purchased at prices which offer a better opportunity for profits and quick turnover.

There are many angles to the present condition of business, but one short cut to resumption of normal conditions in retail trade is the clearing out of high priced stocks, the re-stocking of goods in sufficient quantity and range to secure all available business without having to turn customers away as some merchants are doing today, and the use of all possible means to speed the turnover at a fair margin of profit.

Continued From Page 37

merchant of Estevan, Sask. continues "Once upon a time a certain innkeeper commissioned a celebrated artist, temporarily out of a job to paint a picture of his inn. He left the selection of viewpoint and general color scheme to the artist, only insisting upon one small detail. Said he, "Paint the picture any way you like; but be sure to paint me looking out of the window." That was agreed to and in due time the picture was delivered.

When the innkeeper removed the wrappings he was surprised to see that although the artist had completed the picture of the inn to the last detail, he had neglected to paint in the innkeeper as directed.

"Didn't I tell you to paint me looking out of the window," he demanded.

"Yes, I know you did," replied the artist.

"Well, why in thunder didn't you do it?"

"Because everybody knows you're there all the time anyway."

This blank ad today is like the open window in the inn of the (name of daily paper) through which we are always talking to you and through which you are always watching us for information. And that is really what all good advertising is—an "open window" through which you see and read of all good things needed to make living worth while. We know that you know we are still doing business at the old stand even if our advertising artist neglected to "paint us in."

# Events in the Trade

### NEW FIRMS

Hamilton, Ont.—The Rexhide Leather Products Limited has commenced business at 268 Bay St. North Hamilton, Ont., manufacturing leather packings for mechanical purposes, razor strops, leather belting, belt dressing, etc.

St. Catharines, Ont.—D. W. Stothart, formerly of Newcastle,N.B. is fitting up a new hardware store at 42 James St.

### PERSONAL

Following representatives have been appointed by Northern Bolt, Screw and Wire Company, Owen Sound, Ont. J. S. Johns, Northern Ontario; J. L. Doyle, Western Ontario, and .W D. Mercer, 151 Notre Dame St. E, Winnipeg.

A very painful accident was suffered by W. Bourque, hardware merchant of Sherbrooke, Que.,recently he having been struck by the handle of the pump used for pumping boiled oil, necessitating his absence from business for three weeks.

E. B. Biggar, formerly representative of Moffatt Stove Company in Western Canada and who has been in the stove business in Vancouver, has been secured by Hamilton Stove and Heater Co. Hamilton, Ont., to represent them as travelling salesman covering Manitoba and Saskatchewan territory with headquarters at Winnipeg.

George Henderson, president of Brandram-Henderson Limited, spent a few days in Winnipeg on his return trip from the Coast en route to Montreal.

Chester A. Smith will assume the duties of Arms Sales Manager for the Savage Arms Corporation, New York, on August 1st. Mr. Smith brings to his new task, thirteen years' experience in the Savage organization. Mr. Smith's appointment arises from the resignation of Major A. F. Hebard, Vice President and General Sales Manager of the Savage Arms Corporation, who for twenty years has been associated with the firearms business. Major Hebard leaves Savage to become Vice President of the Noiseless Typewriter Company. Major Hebard's connection with Savage as a Director of the J. Stevens Arms Co.—now owned and operated by the Savage Arms Corp.—will be continued.

### OBITUARY

Wheeler & Bain, King street, E., Toronto, report the death of William Anderson, whose demise occurred after an illness extending over seven weeks. The deceased had been in the service of this company for over forty years.

### IRON AND STEEL OUTPUT HIGHER IN CANADA

Pig iron and steel production in Canada showed a tendency to increase in the late spring, according to the monthly report of the Dominion Bureau of Statistics. May production of pig iron and ferro alloys was 57,035 tons, compared with 39,693 in April, an advance of 43 per cent. Basic iron output was nearly trebled, being 44,002 tons, compared with 15,971 in April. Steel ingots and castings production was 52,001 tons in May, compared with 27,381 in April.

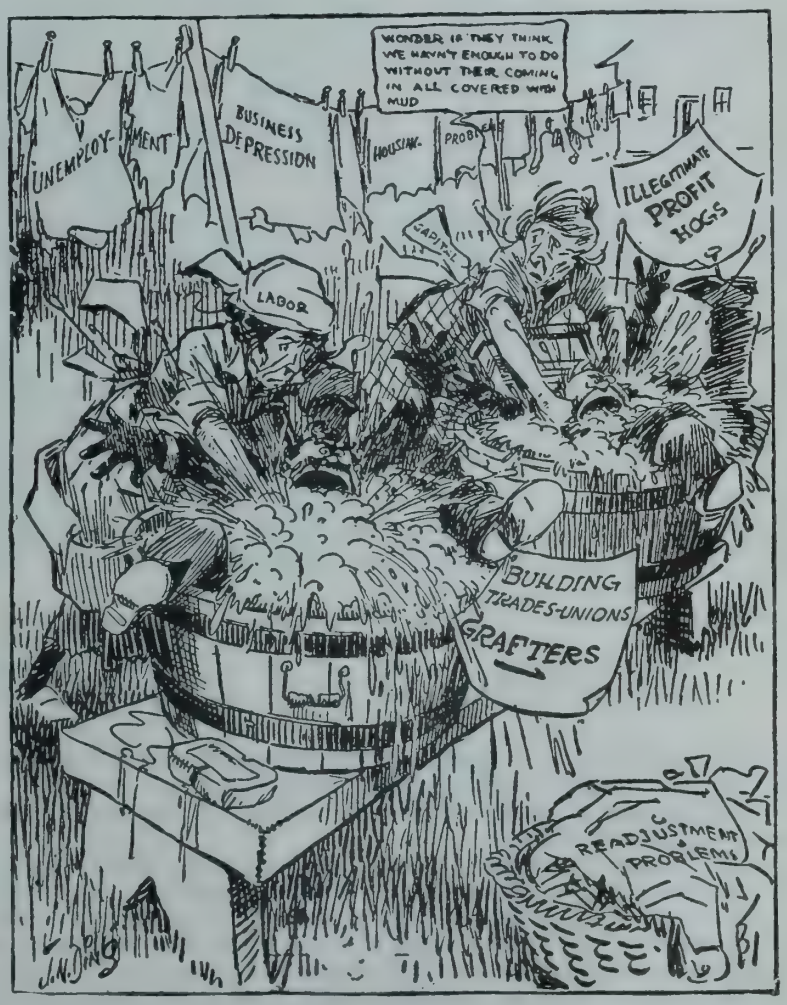
"'Dragging bottom" is the title of the article in The Iron Age, regarding May output of iron and steel in the United States" says the Dominion Bureau bulletin, "and the words seem to express the feeling generally held both in that country and in Canada that iron and steel production can decline no further. The increase in Canadian steel production during the month indicates that conditions are rather more hopeful in this country, and it is believed that the demand for steel products will be augmented, and that the output both of iron and steel in Canada will continue to advance in the coming months."

### FIRST CONVICTION UNDER DOMINION EXPLOSIVES ACT.

The first conviction under the Dominion Explosives Act, against a manufacturer of explosives, was recorded a few days ago at Desoronto, Ont., when J. D. Thompson was fined $25 and costs for manufacturing an explosive known as "Thompsonite," without having secured the authorization of the Mines Department at Ottawa. While this is the first conviction against a manufacturer of explosives, there have been other convictions against users, for unlawful keeping

It is understood the authorization of an explosive bearing the name "Thompsonite" is under consideration, and if such explosive is authorized, its manufacture will be subject to the regulations imposed under the Act and under the supervision of the Explosives Division, of the Department of Mines.

A violation of the Act of this character, which might permit of explosives of undesirable or specially dangerous properties being put on the market, the department officials feel, must be regarded as a most serious breach of the regulations.




New York Tribune

BOTH HOUSEHOLDS OUGHT TO GO TOGETHER FOR A WASHING BEE

# Trend of Hardware Prices

### Hardware Manufacturer States That Time, Competition, and Public Opinion Should Force the Ultimate Return of Pre-War Price Conditions.

DO the current reductions on hardware commodities herald the return of pre-war prices generally?"

This question was recently asked of the leading official in one of Toronto's largest manufacturing concerns by Hardware & Metal. In reply he stated:—

"Recent price declines have been gradual, but nevertheless on a marked downward grade. It has already been pointed out what lines have been reduced, and also what classes of hardware have shown the greatest range of reductions. Further price declines are problematical, however and depend upon the future lowering of those fundamental cost levels, which are often referred to as "production costs." I do not mean that the cost of production has not been lowered at all, but merely that the current prices have now been reduced on a scale proportionate with any recent decreases in raw material or labor costs, and that more reductions chiefly depend upon how soon another corresponding drop will be seen in these cost elements.

"Steel constitutes the raw material for countless hardware lines; and steel prices are still considerably much higher than in 1914. Bring steel prices down to 1914 levels; turn back the scale of transportation charges to the old rates, force cost of living down to what it was then; and drop wage schedules to the range prevailing 7 or 8 years ago, and then of course, prices and conditions will naturally have reverted to a pre-war basis.

"Whether this will come about is dependent upon the changes mentioned, which must necessarily take place before the evolution to old standards can be completed. The concensus of opinion therefore, revolves around the questions: are we on the way to the old existing price levels or is trade headed in that direction?

"Any answer is purely a personal opinion, but the reasons upon which such a judgment is based should form a sure foundation for business prophesy along these lines.

"Pending certain restrictions, the answer should be in the affirmative. The restrictions are:—time, competition and public opinion. The change will take time because properly conducted trade evolution cannot be otherwise than a slow and gradual process. The liquidation of stocks is a period of danger to many merchants, and to unduly hasten the change would cause countless failures and result in a business panic. Competition enters as one of the guiding factors in the movement, because competition just as present demands lowered prices. And public opinion is the final impetus toward the goal of pre-war levels, for if the majority of consumers—as well as those in any way connected with the trade—desire 1914 prices, then their wishes will sooner or later take concrete form and ultimately force the realization of such conditions."

# Deals with European Steel Trade

### G. F. Perry, President National Iron Corporation, Says Settlement of Recent Strikes in England Have Introduced New Era For Britain—Iron Industry in England and Other European Countries.

CANADIAN industry, as well as that of every other country in the world, should be on the alert for the entrance of a new factor into its calculations. "John Bull" is going to step out in the realm of world trade, with all, and probably much more than all, his ante-war importance.

This is the opinion of Gordon F. Perry, President of the National Iron Corporation, who has returned from a business trip to England.

Mr. Perry's connection with large British enterprises, as well as with the Canadian corporation, and the advantage which was afforded him of noting the change which has come over the industrial situation in the Old Country since his visit there earlier in the year, will create particular interest in his observations.

The recent settlement of the railway strike was the last requisite for "clearing the decks for work," he said. It acted like a miracle, almost immediately vitalizing business and industry with confidence and life.

"When I was there last January there were strikes, talks of strikes, and the air was charged with uncertainty as to labor. Business was afraid to contract for orders, because at any time it might be confronted with demands for higher wages, accompanied with the threat to strike, and so net a loss on its calculations," he said.

In the matter of iron, Mr. Perry's chief interest, the industry is leaping ahead in England and will soon be a strong factor in competition in Canada and other countries. The position of the iron fields in England is peculiarly advantageous, due to their close proximity to the coal mines.

France, with her iron fields of the Sarre basin, acquired under the peace treaty, does not present a serious consideration in this competition, he said. The advantage which she has in the matter of exchange is more than offset by the settled labor conditions which have come to England, her shipping facilities and the modern nature of her plants.

"We in Canada have not commenced to feel British competition," he said. "But business and commerce will have to prepare for it, because it is coming. Whoever thinks that England has been too strongly hit by the war and conditions, following is making a mistake."

## *Letters to the Editor*

**APPRECIATES NEW DEPARTMENT**

Lake of the Woods, Ont.

Editor Hardware and Metal:

When you note my address you will learn that I am spending a few days with nature in the West end of your province. Am only snatching a few days now and am supposed to forget all about business, but I find it hard and had to bring with me the past several numbers of Hardware and Metal. I want to commend you on your issue of June 18th. It was a dandy number and does not look as though the strike was affecting you seriously. I want to commend you particularly on the innovation of your new department; "For the Man Behind the Counter."

C. C. Falconer,
Winnipeg Hardware Merchant.

**WANTS THE "TRADE ENCYCLOPEDIA"**

Hardware and Metal:

Enclosed find order for $4.00, one years' subscription to your "Hardware & Metal" beginning with this weeks' publication.

Though it is only three weeks since we commenced business here, we feel that we are lost without your trade encyclopedia—so rush same along please.

Schumacher Hdwe. & Feed Co.,
Schumacher, Ont.

# Do You Want a Real Selling Idea?

Of course you do. Every progressive hardware merchant wants all the good ideas he can get to increase his turnover under present conditions.

To this end a special article will appear in the August 20 issue of Hardware and Metal (the Annual Fall Number).

For this we must have at least one good idea from YOU. This is a co-operative plan. You give an idea and you get a number of them in return. Isn't that fair?

All right. Then you do your part now by sending in to The Editor, Hardware and Metal, 143 University Ave., Toronto, details of some novel idea you have worked out recently which has helped to increase business or to facilitate trade in any manner.

The Editor hopes to receive a letter from YOU within the next week setting forth your suggestions. Help yourself by helping the hardware trade as a whole.

# Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

THE deflation in prices on hardware commodities still continues. Revisions recorded this week cover snow shovels and furnace scoops, bright wire goods, miscellaneous wire nails, coil chain, agricultural wrenches, lead shot, auger and car bits, tire chains, corrugated sheets and bath and basin fixtures.

Radiator discounts are again changed, this revision being in the nature of a price increase on the standard upright and wall radiators, the discounts on these sizes reverting to the previous quotation. The lighter gauges of corrugated sheets are now reduced in price, following the recent lower levels recorded on the heavier gauges. The new quotation on miscellaneous wire nails is now 70 per cent. Through a similar discount revision, prices on bright wire goods are brought to a lower basis. This change does not affect the discounts on brass wire goods. Price reductions are noted on certain grades of shovels and scoops, and one line of auger and car bits also cost less.

Eastern markets have registered an adjustment of boiler tube quotations, and also a reduction in solder prices. New lower prices have appeared in some quarters on a certain line of popular priced watches.

The usual period of subdued activity in the hardware trade is now at hand. Although retail merchants still indicate a fair movement in some lines of summer goods, this phase is now complete as far as jobbing circles are concerned, and trade in fall lines is not yet fully under way.

## Montreal Markets

MONTREAL, August 3.—The downward trend of prices continues this week, when many important lines are recorded with lower prices, although one outstanding increase in quotations is noted. Radiation discounts are changed three points thus advancing the price on upright and wall radiators approximately 5 per cent.

Featuring the lower quotations, are new prices on coil chain, all sizes being reduced, but the decline varying. Of importance also is the lower prices on bright wire goods through a change in discount, this affecting gate hooks and eyes, screw hooks, cornice hooks, screw eyes, and stove pipe eyes. Miscellaneous wire nails are now quoted 70 per cent.. formerly being 65 per cent. off. Common lead shot will now cost 13½ cents a lb., a reduction of 1 cent a lb., while in lead goods, solders are reduced 1 cent in bars, 1½ cents for wire. Plain galvanized and barbed wire now have new prices as announced in last week's HARDWARE AND METAL, while in tools, agricultural wrenches and Irwin, auger and car bits show new lower prices.

Business in jobbing circles has now taken on the usual quiet period, although fall bookings are fair on some lines which are usually ordered in advance at this time.

### Lead Shot Reduced in Price

**Montreal.**

A reduction of $1.00 per 100 pounds has been made in common lead shot, the new quotation being $13.50 base.

### Bright Wire Goods Now 80-20 Off

**Montreal.**

Bright wire goods will now cost less, the discount being changed to 80-20 per cent where formerly it was 82½ per cent off list prices. This reduction includes gate hooks and eyes, screw hooks, cornice hooks, screw eyes and stove pipe eyes.

### No Further Revisions in Fittings

**Montreal.**

No further revision is recorded in the prices of the different kinds of pipe fittings since the changes announced on nipples and couplings shown on the new pipe list two weeks ago. There is little, or no change to report in the movement of fittings, sales being small and of a general sorting character. Following are present discounts:

**FITTINGS**

| | |
|---|---|
| Cast iron fittings | 20% |
| Bushings, cast | 30% |
| Do., malleable | 30% |
| Flanges | 27% |
| Plugs | 22½% |
| Flange Unions | 20% |
| Malleable Unions | 40% |
| Dart Unions, black | 29% |
| Do., galvanized | 8% |
| Nipples, ⅛ to 4" close and short | 45% |
| Do., long | 55% |
| Do., 4½ to 8" close and short | 35% |
| Do., long | 45% |
| Couplings, 4" and under | 25% |
| Do., 4½" and larger | 5% |

| Pound Goods | Black | Galv. |
|---|---|---|
| Class B | 0 20 | 0 28 |
| Class C | 0 13 | 0 20 |

Add 10%

### Unsteady Market On Range Boilers

**Montreal.**

With the list of prices on all sizes of range boilers unchanged, an unsteady market now prevails. A marked reduction was recorded some weeks ago, when it was anticipated a steady market would follow, as the new prices were considered very low. Such has not been the case, however, and at present a quotation of $7.50, and even lower, is given on the 30 gallon standard boiler, this being the best selling size. Sales are fair, being small but of fair volume. Following is list of prices given at last general reduction:

| RANGE BOILERS | Standard | Ex. Heavy |
|---|---|---|
| 30 gallon | $ 8 75 | $ 11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |
| 82 gallon | 35 00 | |
| 100 gallon | 45 00 | |
| 120 gallon | 54 00 | |

### New Prices on Coil Chain

**Montreal.**

New lower prices are announced on coil chain, each size being reduced to a varying amount according to size. This reduction is in line with the recently announced revisions in many other iron and steel products. Following are the new prices on the electric welded chain.

**COIL CHAIN**

**Electric welded:**

| | Proof. | B.B. |
|---|---|---|
| ⅛ in. | $ 22 75 | $ 24 25 |
| 3-16 in. | 17 80 | 20 25 |
| ¼ in. | 16 25 | 18 70 |
| 5-16 in. | 13 75 | 15 50 |
| ⅜ in. | 11 75 | 13 75 |
| 7-16 in. | 11 25 | 13 25 |
| ½ in. | 11 00 | 12 50 |
| ⅝ in. | 11 25 | 12 80 |
| ¾ in. | 11 00 | 12 50 |

## Lower Prices on Miscellaneous Wire Nails

**Montreal.**

The discount on miscellaneous wire nails has been increased to 70 per cent off miscellaneous list, thus affecting a decline in prices to the extent of approximately 7½ per cent.

## Eavetrough Discounts Unchanged

**Montreal.**

Prices and discounts remain unchanged in eavetrough, conductor pipe and elbows, with sales continuing in good volume, although a slight falling off is noted from the movement in the earlier weeks of this month and in June. This is said to be a reflection from the farming trade, who are now busily engaged, and a resumption of activity is expected in the Fall months.

## Increase In Radiator Prices

**Montreal.**

Through a change in discounts, radiation prices are advanced. Upright radiators are now less 53 per cent .for hot water, 54 per cent. for steam, and wall radiators are less 50 per cent., a change of three points being made in all three quotations.

This is the second adjustment of prices on radiation this month, on July 5th a reduction having been made. However the new discounts bring prices to the levels formerly quoted. Boilers remain at reduction on above date. Following are discounts now being quoted;

**RADIATORS**

Revised radiator list prices are for 1, 2, 3, 4 and 5-column radiators per square foot.

45 in. to 28 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50; 14 in., $1.55; 13 in., $1.60; Discount 53 per cent. for hot water and 54 per cent. for steam.

Wall Radiators—5 ft., $1.15; 6 ft., $1.10; 7 ft. $1.05; 9 ft., $1.05; 12 ft., $1.05. Discount 50 per cent.

Boilers—Round hot water boilers, low base only (high base discontinued) sized from 0 to 10, 60 per cent. off list.

Square or sectional hot water or steam boilers, 15-in., 10 per cent.

For Ontario Government trimmings add 5 per cent.

Square or sectional water boilers, 19-in. to 36-in. 10 per cent.

Square or sectional steam boilers, 19-in. to 36-in. 10 per cent. Ontario Government trimmings 5 per cent.

Round steam boilers, standard trimmings 20 per cent. off. Ontario Government trimmings, 15 per cent.

All prices f.o.b. Toronto, Montreal, Guelph, Hamilton, St. Catharines, Brantford, London, Windsor, Sarnia, Amhertsburg, Walkerville, Sandwich, Ottawa and Hull.

## Little Change in Corrugated Sheets

**Montreal.**

Although not as fast as in June and the earlier part of this month, the movement of corrugated sheets is fair and steady. Quotations are held unchanged, the following list and discount being maintained:

**CORRUGATED SHEETS**

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | $ 8 50 |
| No. 26 gauge | 9 25 |
| No. 24 gauge | 15 00 |
| No. 22 gauge | 16 00 |
| No. 20 gauge | 18 00 |
| No. 18 gauge | 24 00 |

Less 7½%.

Lighter than 24 gauge and widehar tn 27 inches 75c a square extra.

## Agricultural Wrenches 42½ per Cent. Off

**Montreal**

A reduction of approximately 15 per cent. is made in the prices of agricultural wrenches when the discount is changed to 42½ per cent. off list prices on the various sizes.

## Reduction in Solder Prices

**Montreal.**

Quotations on all solders are reduced, bar solders to the extent of one cent per pound, wire solder, one and one-half cents. Metals, chief in the manufacture of this product, show no improvement on the primary markets, and tin is again reported easier after having recovered somewhat last week. Other lines of lead products are holding in price, although weak in tone. Following are local prices:

**LEAD AND ZINC GOODS**

| | |
|---|---|
| Lead pipe, per 100 lbs. | $ 12 50 |
| Lead waste, per 100 lbs. | 13 50 |
| NOTE.—Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends | 10% off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 11 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | 0 10¾ |
| Do., 4 to 8 lbs., sq. ft. | 0 10 |
| Cut sheets ¼ lb. extra and cut sheets to size, ¾ lb. extra. | |
| Solder, guaranteed, lb. | 0 27 |
| Do., strictly, lb. | 0 25 |
| Do., commercial, lb. | 0 22 |
| Do., wiping, lb. | 0 23 |
| Do., wire, lb. | 0 35½ |
| Zinc. sheets, casks | 0 11½ |
| Do., broken lots | 0 12 |

## Slight Reduction in Portland Cement

**Montreal.**

Portland cement quotations have been reduced 5 cents per bag on the local markets. A decline has been anticipated for some time past, but the present decrease is not as extensive as expected in most quarters. Sales are fair, although not as heavy as would be expected for the season of the year. New prices are the following:

**PORTLAND CEMENT**

| | |
|---|---|
| Car Load Lots— (400 to 1000 bag cars) | |
| Per barrel | $ 3 92 |
| Per bag | 0 98 |
| Les Car Lots— | |
| Per barrel | 4 36 |

Subject to 5 per cent. discount.
Rebate of 20c for empty bags.
F.O.B. Montreal.

## Lower Prices on Irwin Bits

**Montreal.**

Irwin auger and car bits will now cost less, through a change in the discounts. The auger bits are now quoted plus 5 per cent on the standard list, car bits less 5 per cent.

## Boiler Tube Prices Show a Revision

**Montreal.**

Boiler tube quotations are now adjusted, with lower levels on all sizes of the seamless tubes, while on the lapweld the prices are slightly advanced with the exception of the 3 inch, this size being also reduced. The trend of boiler tube prices has been downward, in line with other iron and steel products, and the reductions now recorded follow the lowering of other lines in the past two weeks. New prices are as follows:

**BOILER TUBES**

| | Seamless | Lapweld |
|---|---|---|
| 1 inch | $ 25 00 | |
| 1¼ inch | 26 00 | |
| 1½ inch | 25 00 | |
| 1¾ inch | 28 25 | 27 00 |
| 2 inch | 27 80 | 23 00 |
| 2¼ inch | 31 35 | 26 00 |
| 2½ inch | 39 65 | 28 00 |
| 3 inch | 60 35 | 41 90 |
| 3½ inch | 63 00 | 46 80 |
| 4 inch | 81 00 | 51 75 |

## New Barbed Wire Prices

**Montreal.**

As announced in last week's issue of HARDWARE & METAL, prices on barbed wire were being reduced, but new prices were not then obtainable. Following are the new quotations announced:

**BARB WIRE**

| | Price per 80 rod reel. |
|---|---|
| 2 x 5 | $ 4 40 |
| 4 x 6 | 4 70 |
| 4 x 4 | 5 05 |

## Narrower Range in Sheets

**Montreal.**

Galvanized sheets of the U.S. standard. and black sheets are now quoted with a narrower range, prices being lowered with jobbing houses that were formerly maintaining the higher levels. Sheets generally have had an easier tone in the past few weeks, and the reduction of the southern mills has now reflected to an extent on the local market, although some distributors have not yet lowered their prices since the announcement from the U.S. mills.

Business in sheets has now taken on the summer dullness, with little improvement expected until the later summer or early Fall months. Following are local quotations:

**BLACK SHEETS**

| | | |
|---|---|---|
| 10 gauge | 5 00 | 5 50 |
| 12 gauge | 5 05 | 5 55 |
| 14 gauge | 5 35 | 5 85 |
| 16 gauge | 5 45 | 5 95 |
| 18-20 gauge | 5 80 | 6 30 |
| 22-24 gauge | 5 85 | 6 35 |
| 26 gauge | 6 00 | 6 50 |
| 28 gauge | 6 10 | 6 60 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

**GALVANIZED SHEETS**

| | | |
|---|---|---|
| U. S. Standard— | | |
| 10¾ oz. | 8 00 | |
| 28 gauge | 7 50 | 8 00 |
| 26 gauge | 7 25 | 7 75 |
| 22-24 gauge | 7 00 | 7 50 |
| 20 gauge | 6 75 | 7 25 |
| 18 gauge | 6 75 | 7 25 |
| 16 gauge | 6 75 | 7 25 |
| 14 gauge | 6 75 | 7 25 |
| 12 gauge | 6 75 | 7 25 |
| 10 gauge | 6 75 | 7 25 |

| English Standard | Queen's Head | Fleur-de-lis |
|---|---|---|
| 28 gauge | 10 00 | 9 25 |
| 26 gauge | 9 75 | 9 00 |
| 24 gauge | 9 15 | 8 60 |
| 22 gauge | 8 80 | 8 15 |
| 18-20 gauge | 8 10 | 8 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35 c per 100 lbs., 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25c per 100 .lbs.

| | | |
|---|---|---|
| **BRIGHT TIN PLATES** | | |
| 20 x 28 x 100 lb. basis | 18 00 | box. |
| 20 x 28 x 1C, 112s | 18 50 | |
| 20 x 28 IX. 112s | 20 50 | |
| 20 x 28 IXX, 56s | 11 75 | |
| 20 x 28 IXXX, 56s | 12 50 | |
| **TERNE PLATES** | | |
| 20 x 28 IC, 112s | 17 50 | box. |
| **CANADA PLATES** | | |
| Dull— | | |
| 18 x 24 x 52s | 7 25 | box. |
| 18 x 24 x 60s | 7 35 | |
| 18 x 24 x 75s | 7 45 | |

## Iron And Steel Prices Held

**Montreal.**

No further developments are recorded in the local market on iron and steel since the general lowering of prices last week. The tendency of these products is, however, still easy, notwithstanding lower prices have just recently been announced from the mills. With the base price reduced

to $1.90 in Pittsburg, some of the smaller Independents are already offering concessions to obtain orders. This will, in all probability, not reflect on the local market until the lower quotations become more general, or at least until further developments take place, but as stated, it reflects here to the extent that an easier tone still prevails.

Local distributors state that business is quiet, with little change from previous weeks. Buyers are not encouraged to stock in quantities, by the unsettled conditions, thus stocks are low, ample only for present demand. Following are local current quotations:

| STEEL AND IRON | |
|---|---|
| Common bar iron 100 lbs. | 3 40 |
| Refined iron | 5 05 |
| Iron finish machinery steel | 3 60 |
| Mild steel | 3 55 |
| Single reeled machinery steel | 5 50 |
| Band steel | 3 55 |
| Spring steel | 6 00 |
| Sleighshoe steel | 3 55 |
| Tire steel | 3 75 |
| Toe calk steel | 4 45 |
| Harrow tooth steel | 3 70 |
| Mining tooth steel per lb. | 0 23 |
| Black Diamond tool and cast steel, per lb. | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

## Lower Prices on Galvanized Wires

**Montreal**

As announced in our last issue, new lower quotations would be given this week on galvanized wires. Following are th new prices:

| | Per 100 lbs. |
|---|---|
| Galvanized Plain Twist | $ 6 15 |
| Galvanized Coil Spring.— | |
| No. 9 | 4 75 |
| No. 12 | 4 90 |
| Galvanized Plain Wire.— | |
| No. 9 | 4 65 |
| No. 12 | 4 85 |
| No. 13 | 4 95 |

## Shovel Market Rather Uncertain

**Montreal.**

While no official announcement has yet been made by manufacturers of shovels and spades, yet current market conditions register an unsettled tone. This is stated to be primarily due to an influx of stocks from certain United States quarters, and one Canadian manufacturer expressed the opinion that a war is developing in the shovel market, both as regards prices and supplies. Whether prevailing quotations on shovels and spades will therefore be maintained is dependent upon the future tendencies in this direction.

No change has been announced since the increase in the discount on the shovel list occurred last June, which lowered prices on these products approximately 15 per cent. The quotation is now less 45 p.c. It is noticeable that the current markets also register a decline of 10 per cent. on certain grades of snow shovels and furnace scoops.

## Irregularity Continues in Ingots

**Montreal.**

Ingot metals continue somewhat irregular, tin and copper being a little easier again, while others hold at previous quotations. The slight firming that was noted on lead during recent weeks is not so evident this week, although the market on this metal can hardly be stated as weaker.

TIN.—After recovering somewhat last week over the previous declining period of two weeks, tin is again showing easier with local price declining one half cent. The market remains quiet with local price quoted at 34½ cents.

COPPER.—This metal continues weak with little export buying, and domestic consumption very light. Local prices are unchanged at 17½ cents for electro, 17¼ for casting, but revisions would not be surprising in the very near future.

SPELTER.—East St. Louis has gained a little, now being quoted at $4.25, but business in this metal is very quiet with ample production to meet the small current demand. Local price unchanged at 7½ cents.

LEAD.—The quiet period continue on lead in the U.S.A., with very little change reported in the London market. The local demand for this metal is better than on other metals and a steady market prevails with quotation remaining at 6¾ cents.

ANTIMONY.—There is yet no improvement in this metal and notwithstanding low prices production is still at a fair rate. Chinese is quoted at 7½ cents, high grade English 8½ cents.

ALUMINUM.—Aluminum is held at easier quotation of last week with practically no change in market conditions. Local price 30 cents.

# *Toronto Markets*

TORONTO, August 3.—Price declines recorded this week include furnace scoops and snow shovels, miscellaneous wire nails, coil chain, agricultural wrenches, tire chains, bright wire goods, corrugated sheets and basin fixtures. Radiator discounts are again changed, but this is in the nature of a price increase on the standard upright and wall sizes.

The decrease in corrugated sheet prices applies to the lighter gauges only, these now falling into line with the easier quotations recorded on other heavier gauges just recently. The reduction on certain grades of snow shovels and furnace scoops is of interest at this season. The prices on coil chain are lowered approximately $1.00 per 100 lbs. New list prices are also announced on tire chains, with the discount remaining the same. The revision in quotations on bright wire goods, brings these products on a lower price basis. This discount change, however, is not effective on brass wire goods.

Other primary hardware lines have failed to record any price revision this week. Gasoline prices are holding steady, while the lower list on range boilers still nominally prevails. A slight tendency to shade prices on galvanized sheets has developed, but all quotations on steel products both bars and plates are stated as slightly variable at present, according to the attractiveness, or otherwise, of the prevailing order.

## Agricultural Wrenches Now 35 Off

**Toronto.**

Among the many hardware commodities registering lower quotations this week are agricultural wrenches. The revised discount is now 35 per cent.

## Miscellaneous Wire Nails Reduced

**Toronto.**

Through an increase in the discount, lower prices are now effective on miscellaneous wire nails. The revised quotation is 70 per cent off miscellaneous list, the previous figure being 65 p.c.

## Quotations on Bright Wire Goods Revised To Lower Basis

**Toronto.**

A revision in the discount is now recorded on bright wire goods, the new quotation being 80 and 20 per cent. off list. This is a reduction in price, affecting such lines as screw eyes, st ve pipe eyes, screw hooks, cornice hooks and gate hooks and eyes. No change has yet been announced on brass wire goods, the quotation still remaining at 82½ per cent.

## Reduced Prices on Furnace Scoops And Snow Shovels

**Toronto.**

Slight reductions are announced this week in the prices on certain types of snow shovels. Furnace scoop prices are also lowered. Following are the revised quotations:

| SNOW SHOVELS | Per Doz. |
|---|---|
| Long handle, general purpose, No. 50 | $ 5 75 |
| "D" handle, general purpose | 7 25 |
| "D" handle, No. 100 | 8 20 |
| Moose, No's. 1 and 2 | 10 75 |
| "D" handle, furnace scoops | 5 75 |

## New Prices on Tire Chains

**Toronto.**

New list prices have now been issued on various kinds of tire chains. The discount of 25 per cent remains unchanged but some price revisions on a lower basis are noted in the new list prices, effective August 1.

## Coil Chain Prices Lower

**Toronto.**

Lower prices are now announced on coil chain. The extent of the decrease varies in proportion according to the different sizes, but the new quotation is approximately lowered $1.00 per 100 lbs.

## Radiator Discounts Again Changed

**Toronto.**

A further revision in radiator discounts has now been announced which reverses quotations to the level which existed previous to the last price change just four weeks ago. The present discount list therefore is in the nature of an increase in the prevailing prices on standard radiators, as the quotation off list on these two items has again been lowered to 53 per cent. for water, and 54 per cent. for steam. This is a four point recession in the discount rate applying to these products.

Wall radiator figures show a similar change, the discount being again reverted to 50 per cent. Quotations on hospital

sizes are maintained at previous levels, while the discounts on water and steam boilers, both round and square, are unchanged from the new prices recently announced.

Business is reported as having picked up slightly, but whether this condition has been due to price changes or to an improvement in the markets generally, is hard to determine. It is noticeable that this constitutes the third price revision on radiators during the last two months, and current quotations are said to be fluctuating more or less from day to day. The following, however, are the official nominal quotations:

**RADIATORS**

Revised radiator list prices are for 1, 2, 3, 4 and 5 column radiators per square foot.

38 in., $1.00; 32 in., $1.10; 30 in., $1.15; 26 in, $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50;$14 in.,$1.55; 13 in., $1.60.

Discount on 2, 3, 4 and 5 column sizes, 53 per cent. for water, and 54 per cent. for steam.

Discount on 1 column standard sizes, and 2, 3 and 4 column hospital sizes: 48 per cent. for water and 49 per cent. for steam.

Discount on 1 column hospital size, water 30 per cent.; steam, 31 per cent.

Wall radiators:—5 ft., $1.15; 6 ft., $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05; Discount, 50 per cent.

**BOILERS**

Water:—

Round.....60 per cent. off list.
Square.....10 per cent. off list.

Steam:—

Round.....15 per cent. off list
Square..... 5 per cent. off list

## Gasoline Prices Marking Time

**Toronto.**

With a generally reported increase in the consumption of gasoline, and a recent outbreak of fire in one section of the Mexican oil fields, prices on gasoline are now showing a somewhat firmer trend. Interest in the oil situation continues unabated, and with American interests hoping that some tariff regulations will be placed upon U.S. imports of crude oil, and a conference of Mexican and southern state crude oil producers under way, some interesting developments are looked for. The fire in the Mexican is now reported as under control, and the consequent damage is stated as less than was at first feared. Prices on both gasoline and crude oil are said at present to be marking time.

## Brisk Movement in Binder Twine

**Toronto.**

Distributors of rope and cordage now report a brisk movement in binder and other harvest twines. As outlined in previous reports, merchants failed to show activity in stocking up on binder twine during the early season, preferring to wait until the demand for these products became evident. With harvesting activities now in full swing, this movement in twines has been greatly stimulated, and with prospects for a normal yield, dealer's reports indicate prevailing expectations for fair trade in this direction.

## Lighter Gauges Of Corrugated Now Reduced in Price

**Toronto.**

Following the lower quotations recently announced on the heavier gauges of corrugated sheets, reductions are now evident in the lighter sizes also. The extent of the decline is practically $1.00 per one hundred square feet on both the 28 and 26 gauges. Prices on the other sizes are maintained at the new levels effective two weeks ago. This revision completes another new list of quotations on corrugated sheets, and is in line with the recessions noted in the cost of many other classes of building materials. Market conditions for corrugated sheets at the present time, are reported not very strong. Dealers are of the opinion in some quarters that the new levels will have a tendency to stimulate current sales. On the other hand, the disappointing volume of building activity has served to deaden the future outlook. The revised prices are as follows:

**CORRUGATED SHEETS**

| | Per 100 Sq Ft. |
|---|---|
| No. 28 gauge | $ 7 55 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

## Price Declines On Bath And Basin Fixtures

**Toronto.**

A reduction is announced this week in the quotations on nickle plated brass bath and basin fixtures; the new price on the ⅜ inch size being $2.10 per pair. This is a reduction of 25 cents on the previous level.

## Irregular Business In Pipe

**Toronto.**

Since the recent price revision on piping, there has been a slight improvement in the current volume of business recorded in certain markets. This condition, however, is not sufficient to indicate whether such activity is general. The opinion has been expressed that the periodical spurts, interpersed with lulls, will continue to feature trading in pipe, as orders have been irregular this season.

Reports from the pipe mills indicate a more optimistic outlook than is general among any of the other producing centres of steel products. Conservative dealers point out that pipe prices have registered a number of declines this year, and it is yet too early to attribute a slight market change to the issuing of List No. 52. Following are the latest quotations:

**Price List No. 52** **July 11, 1921.**

**Standard Butterweld Pipe S-C**

| Size | Per 100 ft. Steel Blk. | Gen. Galv. | Wrot. Blk. | Iron Galv. |
|---|---|---|---|---|
| ⅛ in | $ 6 50 | $ 8 50 | $ | $ |
| ¼ in | 4 56 | 6 60 | 5 76 | 7 80 |
| ⅜ in | 4 56 | 6 60 | 5 76 | 7 80 |
| ½ in | 5 87 | 7 40 | 7 65 | 9 10 |
| 1-¾ in | 7 02 | 8 97 | 9 55 | 11 50 |
| 1 in | 10 03 | 12 92 | 13 77 | 16 66 |
| 1-¼ in | 13 57 | 17 48 | 18 63 | 22 54 |
| 1-½ in | 16 23 | 20 90 | 22 28 | 26 95 |
| 2 in | 21 83 | 28 12 | 29 97 | 36 26 |
| 2-½ in | 34 52 | 44 46 | | |
| 3 in | 45 14 | 58 14 | | |
| 3-½ in | 59 80 | 75 44 | | |
| 4 in | 70 85 | 89 38 | | |

**Standard La pweldPipe S-C**

| Size | Per 100 ft. Steel Blk. | Gen. Galv. | Wrot. Blk. | Iron Galv. |
|---|---|---|---|---|
| 2 in | $ 25 53 | $31 82 | $33 67 | $39 96 |
| 2-½ in | 38 03 | 47 97 | 50 90 | 60 84 |
| 3 in | 49 73 | 62 73 | 66 56 | 79 56 |
| 3-½ in | 60 72 | 76 36 | 80 96 | 96 60 |
| 4 in | 71 94 | 90 47 | 95 92 | 114 45 |
| 4-½ in | 81 28 | 102 87 | 1 12 | 1 33 |
| 5 in | 94 71 | 119 88 | 1 30 | 1 55 |
| 6 in | 1 23 | 1 56 | 1 69 | 2 02 |
| 7 in | 1 64 | 2 09 | 2 21 | 2 63 |
| 8 L in | 1 73 | 2 20 | 2 33 | 2 75 |
| 8 in | 1 99 | 2 53 | 2 68 | 3 17 |
| 9 in | 2 38 | 3 04 | 3 21 | 3 80 |
| 10 L in | 2 21 | 2 82 | 2 98 | 3 52 |
| 10 in | 2 84 | 3 63 | 3 83 | 4 53 |

## Compression Quotations Steady

**Toronto.**

Following the recent revisions noted in the quotations on standard and removable disc radiator valves, prices on compression work generally have remained unchanged. Current sales are reported to be of a fair nature, and although dealers state the movement is satisfactory considering existing trade conditions, the opinion has been expressed that the total volume of business is below expectations which prevailed earlier in the season. Current quotations follow:

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| Do., Fuller | 25% |
| Flatway stop and waste cocks standard | 40% |
| Roundaway stop and waste cocks, standard | 34% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 5% |
| J.M.T | 20% |
| J.M.T.C | 25% |
| J.M.T. Gate Valves | 15% |
| Gate or straightway | 16 10% |
| Jenkins Globe | 10 10% |
| Radiator valves, standard | 58% |
| Do., removable disc | 58% |
| **Basin Cocks** | |
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |
| Emco J. D. Valves | 20% |
| Emco Check Valves | 20% |
| Webber Gate Valves | 20% |

## Soil Pipe Revisions Hold

**Toronto.**

Recent revisions in the discounts on soil pipe and fittings correspond to price deflation evident in quotations on most tubular goods. The new price levels are being well maintained, and in some circles a slight increase in the current volume of business is recorded. This is, however, not enough to show whether conditions have improved generally, but the opinion is expressed that if the recent efforts to stimulate activity in the building industry eventually has the desired results in boosting construction during the late summer and fall periods, such a situation would be reflected in the market tone on soil pipe and fittings. Up to the present, however, the degree of home building is not so marked as earlier predictions anticipated. Following are the revised quotations:

**SOIL PIPE**

2 and 3 in., 25%
4 inch, 30%.
5 and 6 inch, 30%.
8 inch, net.

**FITTINGS**

2 to 6 inch fittings, 40-10%.
8 inch fittings, net.

## Price Cutting Reported in Southern Steel Markets

**Toronto.**

Further price declines in finished steel materials were reported from U.S. steel markets. These lower quotations are principally noticeable on shapes, plates and bars, and the cuts are being initiated chiefly by the leading independent mills in the Chicago district. As a matter of fact, however, a highly competitive market is now generally reported.

Although no change in price policy has been officially announced by the Corporation producers in the southern markets, yet it is understood that they are meeting the new levels wherever such competition appears. The declines however, are not large, for it is noted that prevailing conditions in the steel industry, do not permit of marked revisions in quotations.

Further changes in the near future are not so generally looked for therefore, as it is now beng recognized that the trade cannot expect any immediate relief from the existing freight rates for a period of

several months. American railroads are reported making readjustments in operating and wage expenses, but until such costs have been reduced in a comparative manner, the opinion is advancing that any cuts in transportation charges would but add to their more or less present crippled financial condition. Similar circumstances govern Canadian lines.

Railroads however, continue to release certain orders for spikes, track bolts, and order track materials and equipment. The average condition in the steel industry has recorded a slight improvement over the extremely dull period recently experienced, and a gradual return to normal is looked for in future developments.

## Tube Markets Unchanged

**Toronto.**

According to current reports, the boiler tube market is undoubtedly at a low level. Very little movement is recorded in any size of tube, the few sales that have been noted being for the smaller sizes, and generally in the nature of requirements for repair work. Prices are nominally unchanged on lapweld, and the recent recessions on seamless still remain in effect. Following are present quotations:

**BOILER TUBES**

| | Seamless | Lapweld |
|---|---|---|
| 1 inch | $ 26 00 | $ |
| 1¼ inch | 27 25 | |
| 1½ inch | 26 25 | |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 28 00 | 22 00 |
| 2¼ inch | 32 00 | 25 00 |
| 2½ inch | 40 00 | 27 00 |
| 3 inch | 44 00 | 35 00 |
| 3½ inch | 60 00 | 40 00 |
| 4 inch | 75 00 | 50 25 |

## Conditions In Brass And Copper Still Reported Dull

**Toronto.**

Brass and copper sheets, rods and tubing show very little variation in either prices or conditions. The local jobbing business is reported distressingly dull at present, a condition which has been evident for some weeks. On the other hand factory work in this line has recently shown a spurt towards improvement.

The slight shading in prices of copper and brass recorded on the American markets, was of such a minor character as to show no reflection in local circles. Dealers state that import duty regulations and exchange rate lossess, offset the U.S. decline of ¼ cent per pound. Improvement is looked for during the fall season; an optimistic viewpoint based upon the averagely good crop prospects, especially in the Western Provinces. Prices on copper and brass, therefore, at present are maintained at the following levels:

| | |
|---|---|
| **BRASS** | |
| Sheets, base, per lb. | $ 0 27 |
| Rods, base, per pound | 0 27 |
| Tubing, base, per lb. | 0 34 |
| **COPPER** | |
| Rods, base, per pound | 0 32 |
| Soft sheets, plain, 16-oz. and heavier, lb. | 0 32 |
| Do., plain tinned 16-oz. and heavier. lb. | 0 40 |
| Do., polished and tinned 16-oz. and heavier, lb. | 0 45 |
| Tubing | 0 37 |

## Lower Price Levels Noted On Galvanized Sheets

**Toronto.**

With the recent declines in prices on sheets and plates generally effective, there is said to be very little room left for price cutting. The shading of quotations on some lines is still reported however, and this condition is mainly attributed to the highly competitive tone of the markets generally.

Reports from the steel mills indicate similar conditions existing in the U.S. circles. The statement has been made that in relation to actual production costs, there is no room at all for further price declines. This is considered the primary reason for the recent efforts on the part of the producers to lower wage schedules and attempt to secure, if possible, some relief from the present freight charges, which it is claimed, all tend to add to the burden of costs. There is apparently, however, very little expectations of results in this direction at the present time.

Local dealers report that the nature of the enquiry practically governs the price. Some distributors have formed the habit of treating individual orders on their respective merits, and the degree of desirability is quoted as the deciding price factor. It is not probably the fact that all dealers are shading current levels, but the effort to locate business in this manner is evident in some quarters.

Price competition on plates is more pronounced than in other branches of the steel industry, because present conditions are conducive to the introduction of this element. Orders for these products at mill centres, generally run into sizes that encourage competitive bidding. It must be remembered, of course, that the steel trade is passing through an abnormal period. Producers state that as a comparison, orders for steel bars now rarely exceed a single carload. Larger lots in sheets and plates are not so unusual, the result is that there appears on the primary markets a wider range in quotations on plates between high and low than is shown in bar prices.

Locally, quotations are nominally unchanged. A reduced range is still evident on galvanized sheets than the lower figures shown in the appended tables, but such prices are not reported general, as yet.

| | | |
|---|---|---|
| **PLATES** | | |
| 10 gauge | $ 4 75 | $ 5 00 |
| 12 gauge | 4 80 | 5 05 |
| 14 gauge | 4 85 | 5 10 |
| 16 gauge | 4 95 | 5 20 |
| **BLACK SHEETS** | | |
| 14 gauge | 5 10 to | 5 60 |
| 16 gauge | 5 20 | 5 70 |
| 18-20 gauge | 5 30 | 5 85 |
| 22-24 gauge | 5 35 | 5 80 |
| 26 gauge | 5 40 | 5 90 |
| 28 gauge | 5 50 | 6 00 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

**GALVANIZED SHEETS**

| | Queen's Head | Fleur-de-lis. |
|---|---|---|
| 28 gauge | $ 10 00 | $ 9 25 |
| 26 gauge | 9 75 | 9 00 |
| 24 gauge | 9 15 | 8 60 |
| 22 gauge | 8 80 | 8 15 |
| 18 and 20 ga. | 8 10 | 8 00 |
| **Premier and Apollo** | | |
| 10¾ oz. | $ 7 90 | $ 8 40 |
| U.S. 28 | 7 50 | 8 00 |
| U.S. 26 | 7 20 | 7 70 |
| 22 and 24 | 7 05 | 7 55 |
| 18 and 20 | 6 90 | 7 40 |
| 16 | 6 75 | 7 30 |
| 12 and 14 | 6 60 | 7 20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

**PLATES, CANADA**

Prices nominal.

| | Toronto |
|---|---|
| Dull, 60 sheets | $ 8 25 |
| Ordinary, 52 sheets | 8 00 |

**PLATES, COKE, TIN**

Prices nominal.

| | Per Box. |
|---|---|
| IX. 20 x 28, 112 sheets | $ 20 50 |
| Do., 56 sheets | 12 50 |

**PLATES, CHARCOAL, TIN**

| | |
|---|---|
| IC. 14 x 20 base | $ 15 00 |
| IX. do. do | 17 00 |
| IXX, do., do. | 19 00 |

**PLATES, TERNE**

Prices nominal.

| | |
|---|---|
| IC, 20 x 28, 112 sheets | $ 17 50 |

F.O.B., Toronto.

## Revisions Hold On Pipe Fittings

**Toronto.**

Pipe fittings sales have been reported as of a fairly steady nature, with practically no outstanding development to record this week. The recent revisions in quotations are being maintained, and market conditions have not registered any appreciable variation during the past few weeks. Following are the prevailing quotations:

| | |
|---|---|
| **PIPE FITTINGS** | |
| Cast iron fittings | 20% |
| Plugs, cast iron | 27½% |
| Do., solid | 10% |
| Do., countersunk | net |
| Bushings | 30% |
| Unions, ¼-in. to 2-in. | 40% |
| Do., ⅛ in., 2½ to 4 in. | 35% |
| Flanged Unions | 20% |
| Dart Unions, blk., ¼ to 2 in. | 29% |
| Do., ⅞ in., 2½ to 4 in. | 14% |
| Do., galvd., add to black | 30% |
| Nipples, blk. and galvd., ⅛ to 4 in., close and short | 45% |
| Do., 4½ in. and larger | 35% |
| Do., 4½ in. and larger | 45% |
| Do., long ⅛ in. to 4 in. | 55% |
| Do., running thread | 25% |
| Couplings, 4 in. and under | 25% |

**Malleable Fittings**

| | Black | Galvan. |
|---|---|---|
| Class A | 0 60 | 0 75 |
| Class B | 0 24 | 0 34 |
| Class C | 0 15 | 0 24 |

## Solder Quotations Maintained

**Toronto.**

Fluctuations recently in evidence on the primary lead and zinc markets are quoted as too erratic and not of sufficient volume to immediately reflect on local prices. Quotations on lead and zinc products, therefore, are being maintained at previous levels. Prices on solder continue to remain at the lower levels recently announced. Little improvement in market conditions has been recorded. Following are current prices:

| | |
|---|---|
| **LEAD AND ZINC GOODS** | |
| Lead pipe, list, per lb. | 0 12½ |
| Lead waste pipe, list, per lb. | 0 13½ |
| Do., over 8 in., list, per lb. | 0 14½ |
| Lead pipe is subject to a discount of | 10½ |
| Lead traps and bends | 10% |
| Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb. | 0 09½ |
| Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra. | |
| Solder, wire, per lb. | 0 32 |
| Do., strictly, lb. | 0 23 |
| Do., commercial, lb. | 0 21 |
| Do., guaranteed, lb. | 0 26 |
| Do., wiping, lb. | 0 20½ |
| Zinc sheets, per lb. | 0 13 |

## Lower Levels Still Evident In Range Boiler Prices

**Toronto.**

In spite of the frequent indications that a new list of range boilers prices would be announced in the very near future, the lower quotations have now remained in effect for practically two months. Last week the change to slightly higher prices on range boilers was reported as eminent, manufacturers claiming that the existing levels contained no margin of profit for the them. Dealers and jobbers, however, have shown no strong desire to stock up at these prevailing quotations, and prices are therefore, nominally unchanged as follows:

**RANGE BOILERS**

| | Standard | Ex. Heavy |
|---|---|---|
| 30 gallon | $ 8 75 | $ 11 50 |
| 35 gallon | 9 50 | 13 80 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 08 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 144 gallon | 78 00 | 93 00 |

## Little Variation In Bar Iron

**Toronto.**

There is very little variation to report this week in the current market for bar iron and steel. Prices remain nominally unchanged, although conditions as recently reported continue to show some unsettlement in the prevailing price situation.

Reports received from southern primary markets indicate that as a result of the recent price concessions, there has been an increase in the placing of orders for bars and shapes. Individual orders, however, are still small; and it is only in comparison with previous small orders and light operations generally that present conditions seem a little better, for the industry as a while is still operating at a distressingly low level.

Whether this recorded improvement in demand is attained at the expense of prices or has been produced by the lowering of quotations or is the primary cause for lower prices appearing on the markets, is a problematical issue. Local dealers, however, do not report any marked result from recent price lowering, the dull period still continuing.

Stocks in the hands of consumers and distributors are gradually decreasing, and this is attributed as the main factor in any increased demand that might develop. Prices nominally remain as follows:

| IRON & STEEL | | |
|---|---|---|
| Mild Steel bars, base | $ 3 50 | $ 3 75 |
| Mild steel bands, 3-16 in. base | 4 00 | 4 25 |
| Bar iron, base | 3 50 | 3 75 |
| Angle iron, base | 3 60 | 3 75 |
| Horseshoe iron | | 4 10 |
| Tire steel | 4 70 | 5 95 |
| Spring steel | 9 50 | 11 50 |
| Crucible cast sheet steel | 30 00 | 35 00 |
| Mining drill steel | 20 00 | 23 00 |
| Cast Tool steel, medium | | 20 00 |
| Cast tool steel, high grade | 30 00 | 36 00 |
| Sleigh shoe steel | 4 10 | 4 50 |
| Norway iron | | 15 00 |
| Toe caulk iron | 5 40 | 6 40 |
| Hoop steel | 4 75 | 5 00 |

## Eavestrough Sales Now Show Easier Volume

**Toronto.**

The current demand for eavestrough and conductor pipe has again registered a recession. The volume of sales has been more or less spasmodic throughout the season, and the present movement is generally taken as another brief trade lull. Reports, however, indicate that this condition is not yet general, some dealers showing a fairly steady movement in these products. Prices and discounts have remained unchanged, but whether future revisions can be looked for is stated as problematical, depending to some extent upon the degree in which building activities are stimulated during the fall season.

The following quotations now prevail:

**TROUGH (Eave)**

O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. |
|---|---|
| 8 in. | $ 15 90 |
| 10-in. | 17 70 |
| 12-in. | 21 20 |
| Less 60 per cent. | |
| 15-in. | 28 80 |
| 18-in. | 36 50 |

**PIPE (Conductor)**

Plain, round or corrugated.

| | Per 100 ft. in 10 ft. lengths |
|---|---|
| 2 in., in 10-ft. lengths, list | $ 18 40 |
| 3 in., in 10-ft. lengths, list | 22 30 |
| 4 in., in 10-ft. lengths, list | 29 60 |
| 5 in., in 10-ft. lengths, list | 40 00 |
| 6 in., in 10-ft. lengths, list | 49 00 |
| Less 60 pre cent. | |

| CONDUCTOR ELBOWS | |
|---|---|
| 2 inch, list | $ 5 25 |
| 3 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |
| Less 55 per cent. | |

## Little Life In Scrap Market

**Toronto.**

Thus far the same lifeless conditions continue to govern the scrap and waste material markets. Dealers report that an occasional inquiry comes through for a certain class of material, but it has generally proven to be just an enquiry, and very few orders have lately developed. Prices are about the same as they have been for the past two weeks, with the trade sentiment decidedly pessimistic. In spite of the fact that existing quotations are undoubtedly at a very low level. purchases are mainly as little as possible, and only for any immediate requirements. Following are the averages of dealers' nominal buying prices, f.o.b. Toronto, for large quantities:

| WASTE MATERIALS | | |
|---|---|---|
| No. 2 busheling | $ | $ 11 00 |
| Heavy melting steel, gross ton | 11 00 | 12 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 11 00 | 12 00 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 12 00 | 13 00 |
| No. 1 machinery cast, net ton | 17 00 | 18 00 |
| Heavy, lead | 3 75 | 4 25 |
| Tea lead | 2 25 | 2 50 |
| Red brass | | 9 00 |
| Yellow brass | 6 00 | 7 00 |
| Light brass | 4 00 | 4 50 |
| Heavy Copper | 10 00 | 11 00 |
| Scrap zinc | 3 50 | 4 00 |
| Old rubbers, boots and shoes | 2 50 | 3 00 |
| Lumberman's rubber boots | 1 50 | 2 00 |
| Auto tires | 0 50 | 1 00 |
| Solid tires | 0 75 | 1 25 |

## Ingot Metals Still Depressed

**Toronto.**

Ingot metals generally are apparently again in the midst of a period of acute depression. Practically all of the metals have eased again this week on the primary markets, and the consuming demand has not been attracted by these easier concessions. Owing to the breaks in exchange, the foreign demand has not had a chance to relieve the situation, while shading of prices on the southern markets is reported to be making buyers more wary than ever.

COPPER—While the dull period still prevades the copper situation. the southern re-sale markets have led in recent attempts to open up new business by price concessions. A further half-cent decline has been recorded on certain primary markets, but this lower level has not been reflected in local quotations, the price of 17½ cents still prevailing.

TIN—The drop in exchange coupled with the lower prices of tin on the London market, has resulted in developing further fluctuations in U. S. primary tin circles. Earlier in the week, the current quotations dropped almost daily, but a slight recovery has now set in, which shows signs of the undertone firming up. These outside developments have had little effect, as yet, on local conditions, the market still being very dull, with the quotation of 37 cents still holding.

LEAD—Extreme inertia has again overtaken the lead markets. The fact that southern producing interests have manifested little concern over the falling off in demand, has however, served to maintain the steady undertone. Eight hundred tons of refined lead recently arrived from Mexico, but as this shipment is not likely to be offered on the U. S. markets at the present time, no further depression is looked for from this source. Prevailing inquiries are generally considered as being for the purpose of feeling out the market. Prices locally are still maintained at $6.75.

SPELTER—There has been very little activity in this metal; practically none at all. Local prices remain at $7.00, but although nominal quotations on the southern markets are also unchanged, yet slight price shading is reported. The producing interests, however, are stated as not considering lower levels, for it is said that even present figures contain no attraction.

ANTIMONY—This market is still devoid of any interesting feature, there being little life in present transactions. Any business in the primary circles is also said to be of a mediocre character. Local prices are unchanged, the range of 8 to 10 cents still prevailing.

ALUMINUM—Quotations on aluminum ingots are reported as being shaded owing to the easier tones recently recorded on the U. S. markets. The present degree of trading is absolutely featureless, however, with prices nominally holding around 30 cents.

# *London Markets*

LONDON, August 3.—Several lower quotations again appear this week on the hardware markets, these revisions covering bright wire goods, agricultural wrenches, one line of popular-priced watches, friction tape, linseed oil and turpentine.

Business is reported as just fair, the quieter period being attributed to the vacational trend, and the mid-season between summer and fall activities. In this latter respect, it is noted that the sale of many summer lines, which has been of a marked degree this year, is now slackening. Merchants are therefore, generally engaged in clearing out odd sizes, in order to reduce any carry over for next season to the lowest possible minimum. Preparations for fall trade are now being made.

## Linseed Oil Quotations Now Register Decline

**London, Ont.**

The increase of 7 cents per gallon in the price of linseed oil recorded last week, failed to hold for any length of time, and a decrease of 5 cents is now in effect. This change brings the current quotation back to 97 cents per gallon for raw and $1.00 for boiled in 1 to 2 barrel lots. This is a level which prevailed a few weeks back, before the recent fluctuations. Following are the new quotations:

| LINSEED OIL | Raw Imp. Gal. | Boiled Imp. Gal. |
|---|---|---|
| 1 to 2 bbls. | 0 97 | 1 00 |
| 3 to 5 bbls. | 0 96 | 0 99 |
| 6 to 9 bbls. | 0 94 | 0 97 |
| Less bbls. add 15cts. gal. | | |

## Wire Screen Sales Quieter

**London, Ont.**

Sales of screen wine cloth are now falling off, but some dealers report there is still a fair demand. Quotations on wire screen are being well maintained, the price for painted black being $3.50 per 100 square feet.

Continued on Page 54

# Weekly Paint Markets

## MONTREAL

MONTREAL, August 3.—Business in the paint trade, with its allied products, has now taken on its usual summer dullness. Prices on all lines are held without change, although turpentine continues easier with the demand, both foreign and domestic, becoming smaller each week and further revisions would not be surprising in the very near future. Quotations have been lowered on the Southern market, but this has not yet reflected locally. Linseed oil is holding, and it is very hard to determine the trend of this product. Demand is low at present, and little betterment along these lines is looked for during the summer months, this accompanied by keen competition with European oil, will undoubtedly assist toward lower prices. However, European demand for oil cake is very brisk and crushers state this is upholding the market at present. Window glass and putty are reported quiet, a revival not expected until next month when the fall buying will commence.

No further developments are recorded with reference to a change in paint prices, manufacturers anticipating little or no change until next month at least.

### Linseed Oil Prices Maintained

**Montreal**

Local quotations on linseed oil show no change this week. A smaller demand is recorded, the falling off said to have been rather sudden toward the end of the last month. This factor would contribute to a decline in oil prices, and is assisted by keen competition with foreign oil in the Southern market. But crushers report a fairly steady market due, on the other hand, to the unusual brisk demand for oil cake from Europe, where the recent drought has been very effective and long-standing.

:Local crushers state they have maintained present prices for the past three weeks, the recent fluctuation being due to the jobbing circles. The flax market is at present continuing steady, quotations being well maintained. Following are current local prices:

| LINSEED OIL | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0 95 | 0 97½ |
| 3 to 4 barrels | 0 93 | 0 95½ |

### Turpentine Easy; No Price Change

**Montreal.**

The revised quotations of last week on turpentine are maintained this week, with an easy tone still prevailing. The tendency of turpentine has been easier for the past month with the exception of one week, when following the report of a ship loss for export, prices soared locally to the extent of 12 cents per gal. This gain, however, lasted only for the week, quotations running lower than were formerly quoted immediately after. Since then a gradual falling off both in foreign and domestic demand has been noticed, with the result that turpentine is quoted 8 cents lower in the past week on the Southern markets. This is not yet reflected locally and following are ruling quotations.

| TURPENTINE | Per Imp. Gal. |
|---|---|
| 1 barrel lots | 0 95 |
| 2 to 4 barrel lots | 0 93 |
| Broken lots | 1 05 |

### Window Glass Quiet But Improved

**Montreal.**

The new glass list, making its appearance three weeks ago on the local market, is seemingly having the desired effect on the glass situation . Issued at a time when a very unsteady market was prevailing, new prices, although slightly in advance on most cuts, were announced, and it was hoped this would stabilize conditions and place the market on a much healthier basis.

While sales are yet small, prices are now uniform, and a much better outlook is promised for fall trade which should commence after the close of the present month. Little change is recorded from Belgium, the glass mills still quiet and production at a low ebb. Following is the present glass list, f.o.b. Montreal.

| WINDOW GLASS (In Case Lots) | Star | D. D. |
|---|---|---|
| Up to 25 | $ 5 50 | $ 9 05 |
| 26 to 40 | 6 95 | 11 40 |
| 41 to 50 | 7 65 | 12 55 |
| 51 to 60 | 7 95 | 13 05 |
| 61 to 70 | 8 35 | 13 65 |
| 71 to 80 | 8 80 | 14 40 |
| 81 to 84 | 10 30 | 17 70 |
| 85 to 90 | 10 85 | 18 55 |
| 91 to 95 | | 20 80 |
| 96 to 100 | | 22 60 |

### Putty Sales Are Light

**Montreal.**

Current sales of putty show little, if any, improvement in recent weeks, but this might be expected as Fall buying will hardly commence in any quantity until the present month has passed. Prices are still maintained although a revision is anticipated before the active Fall trade commences. Following are unchanged quotations:

| Standard Putty— | 5 ton | 1 ton | ton |
|---|---|---|---|
| Bulk barrels, 800 lbs. | $5 00 | $5 25 | $5 60 |
| Bulk drums, 100 lbs. | 6 00 | 6 25 | 6 60 |
| Do., or tins, loose, 25 lbs. | 6 25 | 6 50 | 6 85 |
| Drums or tins, cased, 25 lbs. | 7 00 | 7 25 | 7 60 |
| 1 lb. tins | 9 75 | 10 00 | 10 35 |

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

### Quiet Period For Paint and Varnishes

**Montreal.**

The summer dullness has now set in o paint and varnishes. Sales were good up until the middle of July when the torrid weather had its direct effect. However, a brisking up of activities is anticipated for fall, and if this materializes producers will have had a very satisfactory year.

There has been no further developments with regard to an adjustment in paint prices, manufacturers not anticipating any lowering during the present month at least.

## TORONTO

TORONTO, August 3.—For the first time in many weeks prices on linseed oil and turpentine at present remain unchanged from the revisions recorded in last week's issue. Conditions all through the paint markets now register a quieter tone generally, and very little change in either current conditions or marked development in trade prospects has been recorded.

### Linseed Oil Revisions Hold

**Toronto.**

After several weeks of fluctuations in price, linseed oil quotations this week remain at the recent revisin of 97 cents per gallon for raw, and $1.00 per gallon for boiled on 1 and 2 barrel lots. Flax seed markets are still showing signs of irregularity, with alternating weakness followed by price recovery. Primary markets also register this unsettlement as to future prices, and predictions as to further market trends are hard to obtain, the contributory outside elements being somewhat unsteady. Following are the prevailing local quotations on linseed oil:

| LINSEED OIL | Raw | Boiled |
|---|---|---|
| 1 to 2 barrel lots, per gal. | $ 0 97 | $ 1 00 |
| 3 to 5 barrel lots, per gal. | 0 96 | 0 99 |
| 6 to 9 barrel lots, per gal. | 0 94 | 0 97 |

Less barrels, add 15 cents per gallon.

### Turpentine Market a Little Firmer

**Toronto.**

A slightly firmer tone has again developed in local market conditions on turpentine, principally due to a shortage of stocks which developed during last week. Fresh shipments have now arrived from southern supply centres however, but no further price revisions have taken place on these primary markets, it being reported that the future tone remains firm, and southern conditions have recently shown a much stronger tendency. The prices announced last week still govern the local market, although signs of some slight price shading have been uncovered. Nominal quotations remain as follows:

| TURPENTINE | |
|---|---|
| 1 barrel lots, per Imp. gal. | $ 0 95 |
| 2 to 4 barrel lots, per Imp. gal. | 0 94 |
| 5 gallon lots, per Imp. gal. | 1 10 |

### Brush Movement Quiet.

**Toronto.**

In conjunction with the present falling off in the movement of paints and paint specialties, current sales of brushes are also passing through the customary dull season. This period of inactivity, however, is expected to show some revision during the Fall, consequent, upon a revival of interest in painting developments.

No price changes have been announced, as yet, on brushes of any kind, and no definite indication can be secured as to whether any such change will materialize. It is noted, however, that quotations on

Continued on Page 54

# Increasing Paint Sales 300%

How One Hardware Store Departmentized Paint and Varnish Trade, Held Courses of Instruction for Salesmen, Located Paint Department in Prominent Location and Increased Paint Turnover From $7200 in 1919 to $29,000 in 1920.

THE value of departmentizing the hardware store is a matter which is receiving some attention at the hands of certain merchants in this country at the present time. It is a question which has often been asked of retail merchandising authorities who have lectured on the various problems of the trade. The answer in almost every case is that if departmentizing the store will encourage greater efficiency by giving each department individuality, then it would be an advantage. In other cases merchants are achieving this end without the actual division of departments on the books.

One hardware merchant who is an exponent of the separate department idea is proud of his achievement, particularly in connection with his paint department. Here he has placed one of his best salesmen in charge, and this salesman is running the department as if it were his own business, applying every idea which would help to increase sales, or give better service to customers.

Now for the story.

Two years ago the sales in the paint department were such as to make this a poor paying proposition. Paints from one manufacturer, varnishes from another, and color varnishes from a third, were carried. This stock was placed in the basement and the man in charge had no particular paint and varnish experience.

Last year, after much solicitation, it was decided to handle one well-known line exclusively. An experienced paint and varnish man was hired to manage the department, and it was moved up from the basement to a prominent place on the first floor.

These things were done upon the advice of the salesman who had put in the line. He told the president of the company that his job was not so much getting the line in the store as it was to help him to get it off of his shelves. This made a great hit and had as much as anything to do with the landing of this agency, for this salesman, also promised to teach the entire force the whys and wherefores of painting, if they wished to learn more about the proposition.

This offer was quickly taken up, for the manager of the paint department remembered that in his younger days there was many a time when he did not know exactly what quantity to recommend for a job, or how a certain surface was to be built up. He also recalled many clerks who had tried to bluff those things through with the result that customers secured very poor jobs, became dissatisfied and traded elsewhere thereafter. More than that he realized that if there is one thing which clerks in a retail hardware store are hesitant to sell and talk about, it is paint and painting, for they know so little about this subject.

An open invitation was extended by the president of the firm, to the entire force to attend the lectures which were to be given on three evenings a week. Every member of the staff responded and at each lecture you could have seen the president himself an attentive listener, as well as the various clerks from all the departments, the girl cashier, and the delivery boys.

### Giving Service.

Second: The paint department was equipped to give and did give its customers the same service they could have got in the retail store of any large paint manufacturer or store specializing in paints and varnishes. The clerks knew what to recommend, how much to recommend, and how it should be used. Customers were never oversold, nor were they led to believe that they could achieve the impossible.

Third: A great many satisfied customers were secured which, say what you may, are the best advertisements a store can have. These people did not hesitate to tell others nor did they limit their purchases to paints and varnishes, but bought everything they could.

Fourth: The clerks, themselves, were benefitted. It taught them that they could be better salesmen, and could get more enjoyment out of their work, if they knew what they were talking about. To think that the boss was interested in their welfare made them take more pride in their work. It made them eager to know more about all the various lines the company was handling, with the results that they were ready for promotion there, or else equipped for positions elsewhere as department managers. Not the least with the increased sales came increases in salary.

The president of the company was especially well pleased with the results

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## TRADE ENQUIRIES

3241. **Building materials.**—A London office of an Indian house is desirous of receiving quotations and other particulars from Canadian firms in a position to supply all kinds of building materials iron and steel staples, and builders' hardware.

3242. **Hardware and metals.**—The London office of an Indian house is open to receive offers from Canadian suppliers of all kinds of hardware and metals.

3243. **Hardware.**—The London office of one of the largest firms distributing hardware in India is anxious to receive catalogues, price lists, and other particulars from Canadian exporters of hardware, agricultural implements, engineers' tools, etc.

## TRADE STATISTICS REVEAL INTERESTING FACTS

There was an increase of approximately $8,000,000 in exports of Canadian goods to Belgium during the 12 months ending May 31 last, as compared with the previous year. Canada exported goods to Belgium to the value of $38,909,939, as compared with exports of $30,960,411, for the previous year. Imports from Belgium during that time rose to $4,756,340 as against a total of $1,507,684 for the year ending May 31, 1920.

During the twelve months ending on May 31 last, goods were exported to France to the total value of $26,117,230, as against $57,680,945 during the previous 12 months. Imports from France were approximately three million dollars greater than the previous year.

Of the British Dominions, exports from Canada to Australia totalled $17,808,019 in the 12 month period. In the corresponding period a year ago, this figure was $10,937,113.

## HORTON STEEL WORKS, LIMITED IS NEW NAME OF FIRM

Bridgeburg, Ont.—The Canadian Chicago Bridge and Iron Company, Limited, of Bridgeburg, Ontario, and Montreal, Quebec, has changed its corporate name to Horton Steel Works, Limited, according to an announcement made by C. H. Scheman, general manager of the company.

The new name has been selected in honor of the late Horace E. Horton, who founded the organization in the United States in 1865. The Canadian organization was first incorporated in 1913 and the plant at Bridgeburg, Ontario, was constructed in that year.

## GUELPH HARDWARE STORE IS REMODELLED

Since taking over the hardware business of Cronk & Buchanan, at Guelph, Ont., a business better known locally as the Geo. Richardson hardware, J. P. Hammill has greatly remodelled the shelving and other fixtures. The shelving has been widened and extended to within thirty-inches of the ceiling. A wall case ten feet long has been put in. The green felt background of the wall cases with the nickel show case fixtures and glass shelves, gives a very up-to-date appearance. Tool samples are arranged on the green background and boxes are being installed for shelf hardware. Mr. Hammill was formerly connected with Lewis Bros., Montreal.

## WESTERN BUSINESS PICKING UP.

Moose Jaw, Sask.—Business is brightening up well in the hardware trade, according to Geo. Morrison, of Morrison and Blackwood, wholesale hardware dealers, "Ever since the last rains there has been a most noticeable brightening up of trade. They seemed to have given much encouragement to buyers who are purchasing much more freely, and all seem to have been imbued with new hopes.

"There are no particular lines in which this is to be seen, but trade generally is certainly on the improvement. There has been a general reduction in prices since July 1, and these have been put into effect at once, and this, no doubt, has much to do with the increased volume of trade being done," said Mr. Morrison.

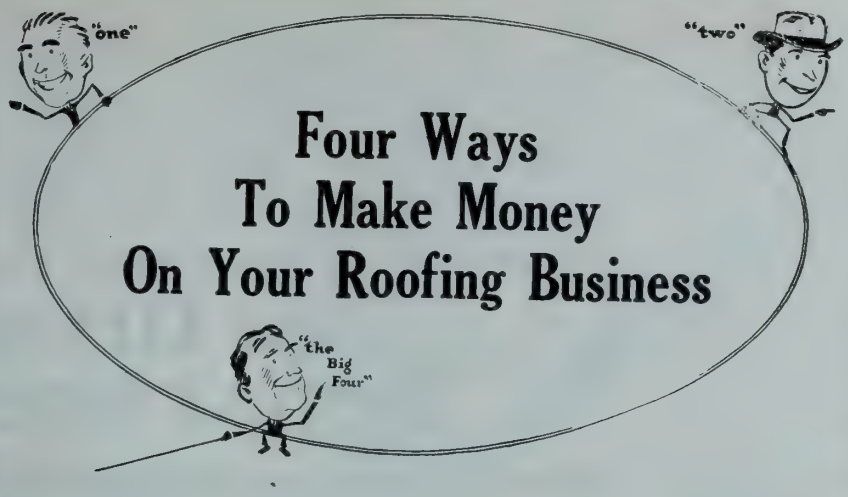
## FIRE LOSS

Iberville, Que:—The plant of the Rapid Tool Co., suffered recent loss by fire.

Monkton, Ont.—George Manton hardware has been destroyed by fire.

**Everlastic "Rubber" Roofing**

This is one of our most popular roofings. A recognized standard among "rubber" roofings. Famous for durability. Made of high-grade waterproofing materials, it defies wind and weather and insures dry, comfortable buildings under all weather conditions. Tough, pliable, durable and low in price. It is easy to lay, no skilled labor required. Nails and cement in each roll.




# Four Ways To Make Money On Your Roofing Business

Quick turnover is the surest way to profits. You can't afford to tie up your money in stock and then "store" it or take a chance on an unknown quantity when you can buy roofings that are widely and favorably known—roofings that sell themselves.

All types of Barrett Everlastic Roofings are self-sellers. Over half a century of roofing experience vouches for their quality. Advertising throughout the Dominion argues their superiority to every roof purchaser. Satisfied customers become enthusiastic boosters. And every dollar you invest makes additional dollars for you.

Barrett Everlastic Roofings *move*—to the tune of profits.

**Everlastic Slate Surfaced Roofing**

A high-grade roll roofing, surfaced with genuine crushed slate, in two natural shades, red or green. Needs no painting. Handsome enough for a home, economical enough for a barn or garage. Combines real protection against fire with beauty. Nails and cement with each roll.

## The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG
VANCOUVER HALIFAX, N.S. ST. JOHN, N.B.

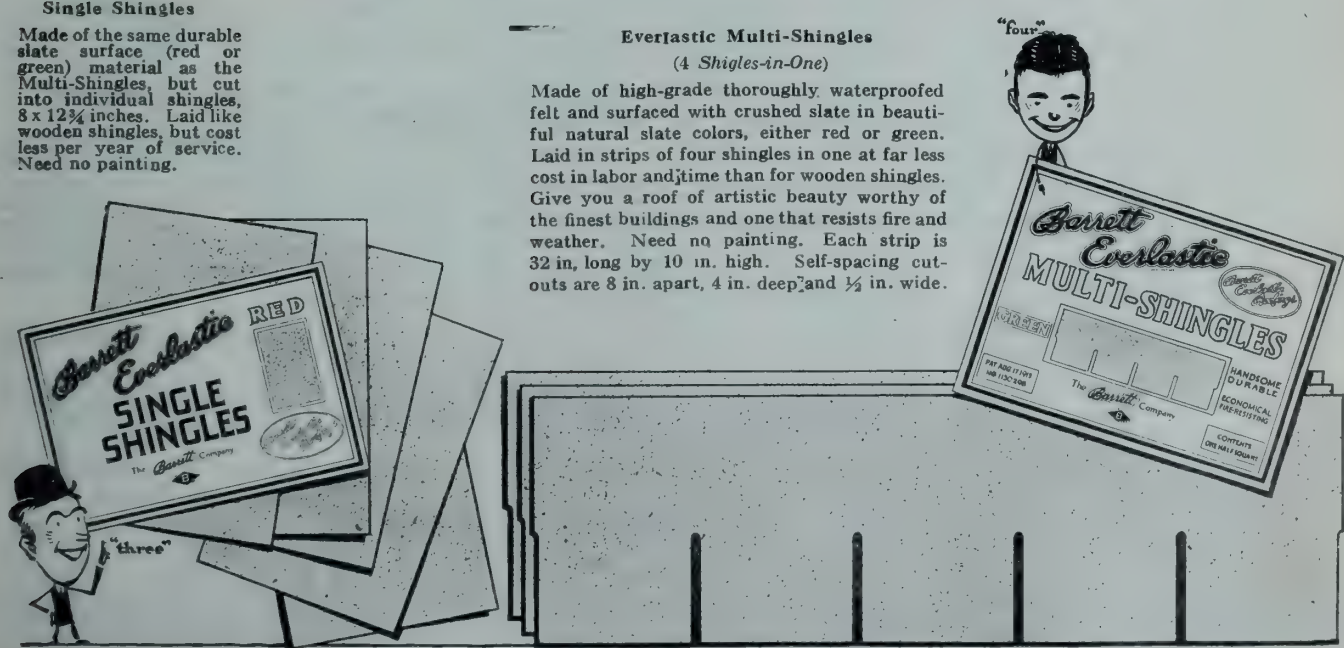
**Everlastic Single Shingles**

Made of the same durable slate surface (red or green) material as the Multi-Shingles, but cut into individual shingles, 8 x 12¾ inches. Laid like wooden shingles, but cost less per year of service. Need no painting.

**Everlastic Multi-Shingles**

(4 *Shigles-in-One*)

Made of high-grade thoroughly waterproofed felt and surfaced with crushed slate in beautiful natural slate colors, either red or green. Laid in strips of four shingles in one at far less cost in labor and time than for wooden shingles. Give you a roof of artistic beauty worthy of the finest buildings and one that resists fire and weather. Need no painting. Each strip is 32 in. long by 10 in. high. Self-spacing cut-outs are 8 in. apart, 4 in. deep and ½ in. wide.




Two Colors—Red and Green

Two Colors—Green and Red

If interested, tear out this page and place with letters to be answered.

Commenting on this, he recently said:

One of the things that impresses people more than anything else in the retail store today, is the ignorance of some of the clerks. This is especially true in a hardware store such as our own, where so many diverse lines are carried. That is one reason why we have departmentized our business so that each clerk can at least become familiar with the products sold in his own department, although we encourage our people to learn as much as possible about the entire business.

This state of ignorance, I believe, is largely due to the indifference on the parts of proprietors in regard to ther clerks. We try to teach our men as much as possible, and when a manufacturer is willing to help out with evening classes, we are only too pleased to co-operate with him, not only the good we derive from it as a store, but also because it does much personal good to each member of the force.

We take advantage of every help the manufacturer has to offer us, and particularly of this one in the matter of evening classes, for in no other way can so much knowledge be absorbed in such a short time for the mutual benefit of all concerned.

No better man could have been found than this salesman to conduct such a course. A veteran of the game, he was familiar with all its intricacies, possessed that happy faculty of imparting his knowledge to others, bubbled over with enthusiasm over the whole paint and varnish subject, and his company, and could demonstrate just what his products would do by the use of paint, brush and panel.

### The Course

The course was quite complete. First of all, the subject of raw materials was taken up—their source, why only pure materials are used, the reason each is used, etc. Then he went into the subject of the manufacture of white lead, its purpose in paint, etc. After these things had been thoroughly discussed, he went through the most prominent products in the line, beginning with an explanation of the formula as shown on the label, and following with such important items as how to secure the best results, covering capacity, the sort of brush to use, the preparation of a surface, etc.

When this was finished, he took up the problem of selling paint across the counter, laying particular stress on the fact that paint should not be sold at so much a gallon, for then the customer is likely to balk on the price, but rather should be sold by the job, meaning by this that five gallons of a good paint, such as his, would cover more surface than seven or eight gallons of an inferior, or cheap, paint; would last longer, give a better appearance, and leave the surface in better condition for repainting, thus being much more economical to use than a paint selling at a much cheaper price per gallon.

Another point which he brought out was that most clerks do not make the most of their opportunities when selling paints and varnishes.

For instance, when selling a man floor varnish, they should always recommend a good cleaner and polisher to go along with this, so that the surface will be kept in good condition. In like manner, if he is buying varnish, or stain for furniture, his attention should be called to furniture polish; if enamel, that a good undercoater is necessary. If he is going to paint he should be reminded of paint and varnish removers which will make the problem of getting off the old paint or varnish an easy one.

One might go on and on and on telling about the course, but from what has been said it will be seen that it was thorough. In addition to the actual selling such things as window trimming, store advertising, stockkeeping, sales promotion and co-operation by the manufacturer were taken up at a special meeting, conducted by the sales promotion manager for the manufacturer, who made a special trip for this purpose. Last, but not least, the clerks were shown how to make actual demonstration of the products, which often clinch a sale where words would fail.

To say that the results of this school on paintmanship were excellent is putting it far too mildly. Let us look at the volume of sales. In 1919 these were $7,200, which included the sales of paints, varnishes and enamels. In 1920 these totalled $29,000, an increase of $22,000.

# The Brush Department

## Make Exclusive Display of Brushes

### Western Ontario Merchant Finds Showing of Brushes Along With Other Lines Not Nearly as Effective as Displays of Brushes Only—Catering to the Customer's Requirements.

A WESTERN Ontario hardware merchant who has recently stimulated business in his Brush Department has some novel ideas for the display and stocking of this line. In discussing brush sales with Hardware and Metal this merchant pointed out that there are three ways to sell more brushes, one being to arrange a good window display, another to arrange a good brush display in the store, and the other being to keep brushes always in mind when dealing with customers and make frequent enquiry as to the likelihood of brushes being needed in the home for some of the numerous duties which they fulfil.

One of the underlying principles in the brush department of this business is that when displays of brushes are arranged, that brushes alone be shown. This merchant states that immediate results have followed the arrangement of a display confined exclusively to brushes where a display consisting of paints, lawnmowers, and other such equipment with some brushes thrown in, seldom pulls business in any of the lines represented. This merchant believes in concentrating interest in his displays and he finds that the range of brushes offered today is sufficiently wide to arrange a most interesting and effective display.

Good quality brushes at a reasonable price are shown first to the customer and the great majority of customers take them. The sale of low grade brushes is a thing which this merchant tries hard to discourage as it has been his experience that unsatisfactory work results from their use and though the customer selected it himself, yet the hardware merchant is apt to get the full blame for the poor results secured due to uneven brushing and the pulling out of bristles when painting. The salesmen in this store make it a point to find out from customers the kind of work they contemplate doing and suggest the right type of brush for the job. There is much to learn about the various types of brushes, their advantages and the results from the use of the varying types.

Price tickets are shown prominently on each brush carried in stock and in the window displays attention is drawn to prices. A good plan has been found to be the arrangement of a paint display in one of the windows and a brush display in the other. This concentrates interest in a single subject at a time and yet links up the connection between the brushes and paints, emphasizing the importance of having good tools to secure the best results in painting.

This store has had an increasing trade in paints and brushes spread over a number of years, customers having come regularly to this store for their requirements in these lines for many years. The merchant considers the plan he has adopted has been largely responsible for the satisfactory results which these customers must have achieved under his direction.

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## WINNIPEG MARKETS

Continued from page 54

### Cotton Twine Now Costs Less

**Winnipeg.**

The prices on cotton twine in both balls and cones has dropped a little, and following are the present quotations:

| In Balls | | In Cones | |
|---|---|---|---|
| 3 ply | 0 43 | 3 ply | 0 38 |
| 4 ply | 0 45 | 4 ply | 0 41 |

### Waste Prices Unchanged

**Winnipeg.**

The reductions recently announced on both white and cotton wastes are being generally maintained. No further revisions have been recorded and dealers state that few changes are expected. Market conditions are only fair, but there are signs of a more optimistic tone developing in the trade.

### Revised Turpentine Price Remains

**Winnipeg.**

The price remains the same as last week on turpentine and the quotation now in effect is $1.20 per gallon in barrel lots.

### Variable Range In Prices On Sheets and Plates

**Winnipeg.**

Sheet quotations remain at reduced prices announced recently. Prices vary among the jobbing houses and on galvanized sheets there is a noticeable difference. Sales are falling off a little and very little change is expected for a few weeks in either sales or prices.

# LOWER PRICES ON BRUSHES

## BUT NO CUT IN QUALITY

Owing to the replacement value of Bristles and other materials now being lower we have revised all prices of

## BOECKH'S BRUSHES

and are now printing our revised Supplementary Catalogue No. 58, which will be ready for distribution as early as possible.

If you would like to receive a copy—drop us a card and your name will be entered on our mailing list.

**THE BOECKH COMPANY LTD.**

**Toronto, Canada**

**Making Brushes for Over 60 Years.**

If interested, tear out this page and place with letters to be answered.

## PAINT MARKETS

Continued from page 49

brushes in the United States markets were revised on a downward scale during the month of June, but this announcement was attributed to an effort to stimulate brush trade generally in those circles. It has been pointed out that re-sale conditions on American and Canadian markets are comparatively different in many respects, only the primary sources of bristle supply having any similar bearing or effect.

Merchants' stocks of brushes are generally at a low level, and any future price declines rest primarily with the manufacturers, current demand and market conditions generally having only a minor bearing at this time.

### Putty Movement Seasonably Light

**Toronto.**

A seasonably light movement is reported on putty. This condition, however, is usually in effect at the present season of the year, with increased activity looked for as the fall period develops. No official announcement has yet been made with regard to any price revisions, and it is stated that contributory conditions make it problematical whether any future change in quotations will be made. Current prices are therefore unchanged as follows:

**PUTTY**

| | Per 100 lbs. |
|---|---|
| Standard in 100 lb. drums | $ 7 05 |
| do., in 25 lb. irons | 7 30 |
| do., bladders in bbls. | 8 30 |
| do., less quantities | 8 55 |
| Pure, in 100 lb. drums | 8 55 |
| do., in 25 lb. irons | 8 80 |
| do., bladders in bbls. | 9 80 |

### Dull Period in Paint Sales

**Toronto.**

No further reference has been made by any of the manufacturers with regard to lower prices on paints and the allied products. The report that current production costs do not warrant any downward revision on re-sale quotations, has been firmly adhered to, and up to the present no price changes have been announced. The feeling that such a revision was more or less eminent has now subsided, this probably being due to the fact that July and August are usually the dull period in the movement of paints, varnishes, etc. Whether future revisions in prices will be made in time for the fall activity cannot be ascertained.

### Fluctuations On Primary Markets And White Lead

**Toronto.**

While prices on white lead in oil still nominally remain unchanged, the weaker tone on the primary lead markets coupled with the recent fluctuations in linseed oil quotations, are conditions which affect in a greater or less degree the prevailing undertone on white lead in oil. From the viewpoint of the manufacturer, however, such price changes have not been of sufficient extent to materially affect the production costs, and as a consequence very little difference has been noted in conditions governing the re-sale prices of this product.

Prices on white lead in oil continue unchanged at $14.95 per 100 lbs. in ton lots; and $15.30 per 100 lbs. in smaller quantities.

## LONDON MARKETS

Continued from page 49

### Fair Sale For Harvest Tools

**London, Ont.**

There is a fair movement recorded at the present time, for hoes, pitchforks, and other harvest tools. Sales are continuing steadily, and the quotation of list less 50 and 10 per cent., remains unchanged.

### Turpentine Again Shows Price Recession

**London, Ont.**

Following on a decrease of 3 cents per gallon announced last week in the price on turpentine, a further decline of 2 cents is now effective on local markets. This revision brings the current quotation down to 95 cents per Imperial gallon on one barrel lots. The new prices follow:

**TURPENTINE**

| | Imp. Gal. |
|---|---|
| 1 bbl. lots | 0 95 |
| 2 to 4 bbls. lots | 0 94 |
| 5 gal. | 1 10 |

### Discount On Bright Wire Goods Now Revised

**London, Ont.**

A reduction of approximately 10 per cent. is now announced in current quotations on bright wire goods. This change affects screw hooks, screw eyes, and kindred lines. The revised discount is 80 and 20 off list.

### Agricultural Wrench Prices Reduced

**London, Ont.**

Newer lower prices on agricultural wrenches are included in the list of market changes recorded this week. The revised quotations are approximately 20 per cent lower. Filllowing are the new prices:

**AGRICULTURAL WRENCHES**

| | Per Doz. |
|---|---|
| 6" | $ 6 50 |
| 8" | 8 00 |
| 10" | 9 25 |
| 12" | 12 00 |
| 15" | 15 60 |

### Lower Prices On Friction Tape

**London, Ont.**

Included among market changes noted this week are the new lower prices on friction tape. The revised quotations follow:

| | |
|---|---|
| 1 oz. Rolls per lb. | 0 63 |
| 2 oz. Rolls per lb. | 0 63 |
| 4 oz. Rolls per lb. | 0 63 |
| 8 oz. Rolls per lb. | 0 63 |

### Lower Prices On Ingersoll Watches

**London, Ont.**

A new list showing reduced prices on Ingersoll watches has now been issued. Following are quotations on some popular lines:

**INGERSOLL WATCHES**

| | Each |
|---|---|
| Maple Leaf, Plain Dial | $ 1 70 |
| Eclipse, Plain Dial | 2 70 |
| Junior, Plain Dial | 3 30 |
| Maple Leaf, Radiolite | 2 15 |
| Eclipse, Radiolite | 3 15 |
| Midget, Radiolite | 3 80 |
| 2 in 1, Radiolite | 2 45 |
| Wrist, Radiolite | 3 95 |
| Reliance Screw Case | 6 20 |
| Reliance Gold Filled | 9 70 |
| Waterbury Radiolite | 5 15 |

### Seasonable Sale In Rope

**London, Ont.**

With the approach of harvest season the current sales of rope and twine are registering a steady improvement in harvest sizes. Prices on these products are firm and unchanged at present.

**ROPE and TWINE**

| | |
|---|---|
| Pure Manilla, base, per lb. | 0 23 |
| Beaver Manilla, base, per lb. | 0 19 |
| New Zealand hemp, base, per lb. | 0 19 |
| Sisal, base, per lb. | 0 17 |
| Laty yarn, base, per lb. | 0 17 |

### Fair Movement In White Lead

**London, Ont.**

While a fair demand is recorded for white lead in oil, prevailing price levels continue unchanged. The following are the average quotations on this product:

| | Tons. | Less Tons |
|---|---|---|
| Pure, per 100 lbs. | $ 15.05 | $ 15.40 |
| Elephant, per 100 lbs. | $ 15.55 | $ 15.90 |

### Fly Swatters Still Popular

**London, Ont.**

Local dealers report that a good sale of fly swatters is still in evidence. Following are prices on some of the most popular lines:

| | |
|---|---|
| Canada, per doz. | 1 00 |
| Dunlop, per doz. | 1 20 |
| Peerless, per doz. | 1 00 |

### Seasonable Movement In Spades, Shovels and Scoops

**London, Ont.**

The seasonable movement continues in spades, shovels and scoops. Merchants report a steady volume of sales in these products, with the following discount quotation of list less 45 per cent still prevailing.

## WINNIPEG MARKETS

### Shelf Bracket Prices Lower

**Winnipeg.**

A slight reduction is made this week in the prices of shelf Brackets. Following are the new quotations:—

**SHELF BRACKETS**

| No. 100 | |
|---|---|
| 4 x 5 | $ 2 80 |
| 5 x 7 | 3 70 |
| 6 x 8 | 4 50 |
| 7 x 9 | 5 00 |
| 8 x 10 | 5 75 |
| 10 x 12 | 8 00 |
| 12 x 14 | 11 25 |

### Bar Iron Quotations Decline

**Winnipeg.**

The prices on Bar Iron are lowered on some sizes and following are the revised quotations:—

Rounds and squares, ⅜ to 2 in. and flats up to and including 1 x 4 in., $5.15 base.

Rounds and squares over 2 in. up to and including 2¾ in. and flats over 1 x 4 in., $5.90 base.

Rounds over 2¾ in. to 6 in., $6.40 base.

### Mild Steel Quotations Revised

**Winnipeg.**

Prices on steel have been reduced for some sizes and following are the latest quotations.

SOFT OR MILD STEEL

Rounds and squares ⅜ to 2 in. and flats up to and including 1 x 4in., $5.45. base

Rounds and squares over 2 in. up to and including 3 in. and flats over 1 x 4 in. up to 6 in., $5.90 base.

Rounds over 3 to 6 in., $6.40 base.

Band steel, $5.45 base.

### Putty Quotations Again Lowered

**Winnipeg.**

A slight reduction has been recorded in the price of putty and the new selling prices are as follows :

| | |
|---|---|
| 100 lb. irons | $ 5 00 |
| 25 lb. irons | 5 50 |
| 1½ lb. tins | 10½ |

### Linseed Oil Prices Hold

**Winnipeg.**

The Linseed Oil market shows no change this week and the prices quoted last week still prevail. Raw $1.20 per gallon. Boiled $1.23 per gallon in barrel lots.

Continued on page 52

# Paint for Neglected Barns

There are barns without number that have been neglected the last few years due to the high costs and various other causes. Many of them have reached the point where they can't weather another year without serious loss to the owner. Thousands of farmers must paint this year.

## This means big business for you

Provided you are in a position to take advantage of this opportunity *now*. Stock up at once with a complete line of Glidden Barn Paints and go after your share of this profitable farm business.

Not only barns have been neglected, but the homes and implements as well. Whatever the need, there's a Glidden product for every purpose.

Write to-day for complete plan and selling data.

**THE GLIDDEN COMPANY, Limited**
**Toronto, Ontario**

***Branches:*** **Montreal and Winnipeg**

"Save the surface and you save all" *Paint & Varnish*

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

**AMMUNITION, DOMINION**

| | Blk. List. | Lesmok List. | Smkless. List. |
|---|---|---|---|
| 22 Short ... | ..... | $10 00 | 10 70 |
| BB Caps ... | ..... | ..... | $ 7 00 |
| 22 S. Mush .. | ..... | ..... | 11 50 |
| 22 Long .... | ..... | 12 00 | 15 00 |
| 22 L. Mush. . | ..... | ..... | 16 00 |
| 22 L. R., do. | ..... | ..... | 18 70 |
| 22 L. Rifle ... | .... | 14 00 | 17 50 |
| 25 Short ... | $23 50 | ..... | ..... |
| 25 Long ... | 33 00 | ..... | ..... |
| 32 Short ... | 28 50 | ..... | ..... |
| 25/20 ... ... | 56 00 | ..... | 70 00 |
| 25 Colt Auto. | .... | .... | 58 00 |
| 30 Mauser . | ..... | ..... | 91 00 |
| 32 S. & W.. | 38 50 | ..... | 42 00 |
| 32 S. Colt .. | 38 50 | ..... | ..... |
| 32 Colt Auto. | ..... | ..... | 63 00 |
| 32/20 ... .. | 56 00 | ..... | 70 00 |
| 38 S. & W. . | ..... | ..... | 54 50 |
| 44 G. Getter . | ..... | ..... | 66 50 |
| 44/40 ... .. | 66 50 | ..... | 84 00 |
| 456 Target . | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross .... | ..... | ..... | 209 00 |
| 25/35 ..... | ..... | ..... | 125 50 |
| 30/30 .... . | ..... | ..... | 144 50 |
| 303 Savage . | ..... | ..... | 144 50 |
| 303 British . | ..... | ..... | 190 00 |
| 32/40 . .... . | 102 50 | ..... | 121 50 |
| 32 Special ... | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. .... | ..... | ..... | 190 00 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 35 Rem. Rim | ..... | ..... | 159 50 |
| 38/55 .. .. | 125 50 | ..... | 152 00 |
| 45/70-405 .. | 133 00 | ..... | ..... |

Dominion Ammunition—Discount 30/20%.

**AMERICAN AMMUNITION**

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

**AXES**

| | | |
|---|---|---|
| Boys' Axes ..... | 14 25 | 15 50 |
| Hunters' Axes .... | 12 00 | 13 50 |
| Single Bits, doz. . | 18 00 | 19 50 |
| Double Bit ..... | 23 50 | 24 00 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2... | $ .25 | Group 3.... | $ 50 |
| Group 4... | .75 | Group 5.... | 1.00 |
| Group 6... | 1.25 | Group 7.... | 1.75 |
| Group 8... | 2.25 | Group 9.... | 2.75 |
| Group 10... | 3.25 | | |

Axes, Bench, 45 per cent. off list.

**BABBITT**

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

**BELTING Leather)**

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F.O.B. Montreal.

**BITS, AUGER**

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3-16.... | $ 6.00 | 18-16.... | $12.00 |
| 4-16.... | 5.00 | 19-16.... | 14.00 |
| 5-16.... | 5.00 | 20-16.... | 14.00 |
| 6-16.... | 5.00 | 21-16.... | 16.00 |
| 7-16.... | 5.00 | 22-16.... | 16.00 |
| 8-16.... | 5.00 | 23-16.... | 18.00 |
| 9-16.... | 6.00 | 24-16.... | 18.00 |
| 10-16.... | 6.00 | 25-16.... | 21.00 |
| 11-16.... | 7.00 | 26-16.... | 21.00 |
| 12-16.... | 7.00 | 27-16.... | 24.00 |
| 13-16.... | 8.25 | 28-16.... | 24.00 |
| 14-16.... | 8.25 | 29-16.... | 27.00 |
| 15-16.... | 9.50 | 30-16.... | 27.00 |
| 16-16.... | 9.50 | 31-16.... | 30.00 |
| 17-16.... | 12.00 | 32-16.... | 30.00 |

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

**BOARDS, BAKE**

| | ⅜ Rim. | ¾ Rim |
|---|---|---|
| 0—16 x 22 Doz. .... | $ 8 90 | $12 50 |
| 1—18 x 24 doz. .... | 10 78 | 12 80 |
| 2—18 x 29 doz. .... | 12 10 | 14 75 |
| 3—20 x 30 doz. .... | 13 86 | 17 75 |

**BOARDS, IRONING**

| | Dozen |
|---|---|
| No. 1, Daisy ..... | $38 00 |
| No. 10, Daisy ..... | 43 00 |
| No. 33 ..... | 21 00 |
| No. 35 ..... | 38 00 |
| No. 36 ..... | 43 00 |
| Perfection ..... | 48 00 |

**BOARDS (Wash) Zinc.**

| | Dozen |
|---|---|
| Baby Globe ..... | $ 3 00 |
| Beaver (brass) ..... | 9 00 |
| Canada Glass ..... | 9 00 |
| Competition Globe (metal).. | 5 90 |
| Diamond King (glass) ..... | 8 75 |
| Enamel Queen ..... | 9 50 |
| Glass Globe ..... | 8 75 |
| Improved Globe ..... | 5 85 |
| Jubilee ..... | 7 15 |
| Neptune ..... | 6 50 |
| Newmarket King ..... | 7 15 |
| Pony ..... | 2 70 |
| Royal Globe ..... | 6 00 |
| Solid Back Globe ..... | 7 25 |
| Standard Globe ..... | 6 00 |
| Surprise ..... | .... |
| Supreme Zinc ..... | 6 50 |
| Western King (enamel) ..... | 9 50 |

F. O. B. Newmarket.
Subject to acceptance.

**BOILERS (Range)**

| | each |
|---|---|
| 30-gal., standard ..... | 8 75 |
| 30-gal., extra heavy ..... | 11 50 |

Prices nominal.

**BOLTS AND NUTS**

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 20%.

Carriage Bolts ($1 list), 7-16 in. dia, and larger, 20 %.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 45%

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 30%.

Machine Bolts, 7-16 in. dia. and larger, 35 %.

Sleigh Shoe Bolts, all sizes, 20%.

Coach and Lag Screws, 40%.

Bolt Ends, 35%.

Square Head Blank Bolts, 35%.

Plow Bolts, 1, 2, 3 head, 25%.

Plow Bolts, others, 30%

Elevator Bolts, large head, 20%.

Elevator Bolts, corrugated heads 50%.

Fancy Head Bolts, 20%.

Shaft Bolts, ($3 list), 20%.

Step Bolts, large head ($3 list) 20%.

Whiffletree Bolts, 20%.

Tire Bolts, 50%.

Stove Bolts, 65%.

Nuts, 2 in. and smaller, square Blank, add to list, 50 cents.

Nuts, 2 in., and smaller, square—Tapped, add to list, $1.00.

Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.00.

Tapped, add to list, $1.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2%.

**BORAX**

Lump Crystal Borax, lb..13c-15c

F. O. B., Montreal, London, Toronto.

**BRASS**

| | Base |
|---|---|
| Sheets, base, Montreal ..... | 0 30 |
| Do., Toronto ..... | 0 27 |
| Rods, base ½ to 1 in., round, Montreal ..... | 0 25 |
| Do., Toronto ..... | 0 27 |
| Tubing, seamless, base, Montreal ..... | 0 35 |
| Do., Toronto ..... | 0 34 |

F.O.B. Montreal and Toronto.

**BROOMS**

| | Doz. |
|---|---|
| No. 5, 4 strings..... | $ 6 65 |
| No. 5, standard..... | 7 50 |
| Little Beauty ..... | 9 40 |
| Royal Blue ..... | 13 90 |

**BUTTS**

| | Wrought Steel— |
|---|---|
| No. 840 ..... | Net |
| No. 800 ..... | Net |
| No. 838 ..... | Net |
| No. 808 ..... | add 10% |
| No. 804 ..... | less 10% |
| No. 802 ..... | Net |
| No. 810 ..... | add 25% |
| No. 814 ..... | add 25% |

F.O.B. Toronto, Montreal, London, Hamilton.

**CANS**

For discount on milk and cream cans, etc., see list under head of wares, etc.

**CEMENT**

Quotations withdrawn. Prices on application.

**CHOPPERS, FOOD**

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

**CHURNS**

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $10.

List prices power churns—No. .. $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

**CLIPPERS, HORSE**

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

**CLOCKS—ALARM—**

| | each |
|---|---|
| Big Ben ..... | $ 4 00 |
| Good Morning, each ..... | 1 90 |
| Lookout ..... | 2 35 |
| Sleepmeter ... ..... | 2 50 |

**CLOTHES BARS AND DRIERS**

| | Per doz. |
|---|---|
| Clothes Bars, No. 1 ..... | 14 40 |
| No. 2 ..... | 19 00 |
| No. 3 ..... | 14 40 |
| No. 4 ..... | 11 00 |
| No. 5 ..... | 16 00 |
| No. 6 ..... | 13 00 |

**CLOTHES HORSE, Etc.**

| | Folding | Exten. |
|---|---|---|
| 4 ft. ..... | $13 50 | $27 00 |
| 5 ft. ..... | 17 00 | 34 00 |
| 6 ft. ..... | 20 00 | 40 00 |

**CLOTHES LINES (Galvanized)**

| No. | 1,000 ft. |
|---|---|
| 18—100 ft. lengths ..... | $6 50 |
| 18—50 ft. lengths ..... | 7 10 |
| 19—100 ft. lengths ..... | 5 50 |
| 19—50 ft. lengths ..... | 6 75 |

F.o.b. Montreal, Toronto, London.

**COBBLER SETS**

Common, per set ..... $1 35

**CLOTHES LINE REELS**

| | Doz. net |
|---|---|
| No. 3 ..... | $20 [illegible] |
| No. 3½ ..... | 21 [illegible] |
| No. 4 ..... | 28 30 |

**COIL CHAIN**

| | Fireweld | Proof B.B.B. |
|---|---|---|
| 5-16 inch ..... | ..... | 19 40 |
| ⅜ inch ..... | 15 30 | 16 55 |
| 7-16 inch ..... | 13 15 | 16 15 |
| ½ inch ..... | 12 75 | 15 75 |
| ⅝ inch ..... | 12 00 | 13 65 |
| ¾ inch ..... | 11 25 | 13 40 |
| ⅞ inch ..... | 10 80 | 13 00 |
| 1 inch ..... | 10 40 | 12 60 |

F.O.B. Montreal and Toronto.

| | Electric Proof | Weld B B.B. |
|---|---|---|
| 3-16 in. ..... | 18 50 | 24 25 |
| ¼ in. ..... | 17 25 | 22 55 |
| 5-16 in. ..... | 14 90 | 18 80 |
| ⅜ inch ..... | 12 90 | ..... |
| 7-16 in. ..... | 12 50 | ..... |
| ½ in. ..... | 12 20 | ..... |
| ⅝ in. ..... | 11 45 | ..... |
| ¾ in. ..... | 11 25 | ..... |

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, .... doz. pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

**COMBS—CURRY—**

| | Doz. |
|---|---|
| No. 111 ..... | $2 00 |
| No. 121 ..... | 2 20 |
| No. 127 ..... | 2 90 |

**CATTLE—**

| | |
|---|---|
| 98 ..... | $2 60 |
| 100 ..... | 3 70 |

F.O.B. Montreal, Toronto, Hamilton, London.

**COPPER—**

Casting ingot, see weekly report.

| | Mont. Base | Toronto Base |
|---|---|---|
| Rods, ½ to 2 in. ... | 0 32 | 0 32 |
| Soft sheets, plain, 16 oz. and heavier, lb. | 0.34 | 0 32 |
| Plain Tinned, 16 oz. and heavier, lb. .. | 0 38 | 0 40 |
| Polished and Tinned 16 oz. and heavier, lb. ... | 0 42 | 0 45 |
| Tubing, lb. ..... | 0 39 | 0 37 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

**COPPERS, SOLDERING—**

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 6 lbs., 45c. F.o.b. Montreal.

**CORD (SASH)**

| | |
|---|---|
| No. 6, lb. ..... | $0 52 |
| No. 7, lb. ..... | 0 51 |
| Nos. 8, 9, 10, 12..... | 0 50 |

F.O.B. Montreal, Toronto, Hamilton, London.

**CROWBARS**

Per 100 lbs.—Montreal, $9.00; Toronto, $9.50; London, $9.75.

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished, including hardware sets:—

| | |
|---|---|
| 2 ft. 6 in., doz. ..... | $45 00 |
| 2 ft. 8 in., doz. ..... | 45 60 |
| 2 ft. 10 in., doz. ..... | 46 70 |
| 2 ft. 7 in., doz. ..... | 46 80 |

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank

| List each. | | | |
|---|---|---|---|
| ⅛..... | $0.45 | 19/32..... | $1.20 |
| 5/32..... | .45 | ⅝..... | 1.30 |
| 3/16..... | .50 | 21/32..... | 1.40 |
| 7/32..... | .55 | 11/16..... | 1.50 |
| ¼..... | .60 | 23/32..... | 1.60 |
| 9/32..... | .65 | ¾..... | 1.70 |
| 5/16..... | .70 | 25/32..... | 1.80 |
| 11/32..... | .75 | 13/16..... | 1.90 |
| ⅜..... | .80 | 27/32..... | 2.00 |
| 13/32..... | .85 | ⅞..... | 2.10 |

(Continued next page.)

# SHOT

**All Sizes** **25 Lb. Bags**

**Kegs or any weight**

***Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.***

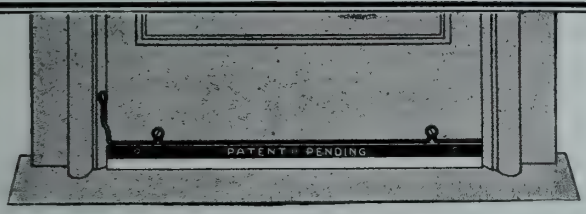
**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

**Toronto Montreal Winnipeg Vancouver**




**The Automatic Door Strip**

**A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.**

**Atlas Iron, Wire and General Metal Works**

**815 Queen St. West, Toronto. Phone Adel. 3889**

**Manufacturers of**

**Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.**

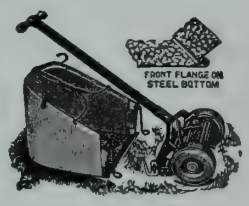
**"While we stand still we rust."**

## "EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog




**THE SPECIALTY MFG. CO.**
**St. Paul, Minn., U.S.A.**

# CARTER'S

## Have You Carter's In Stock?

Carter's Genuine Dry Red Lead is a big favorite with paint users everywhere.
Made from the highest grade Canadian pig lead, highly oxidized and ground very fine. It is always uniform in quality and when mixed with pure linseed oil affords lasting protection against rust or corrosion.
Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge are equally saleable.
Send for full particulars.

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**

**DRILLS**—Continued

| | | | |
|---|---|---|---|
| 7/16 | .90 | 29/32 | 2.20 |
| 15/32 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

**BIT STOCK**, list per doz., less 45%.

| | | | |
|---|---|---|---|
| 3/32 | $2.70 | ⅝ | $8.50 |
| ⅛ | 3.00 | 7/16 | 10.50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4.00 | 9/16 | 15.50 |
| 7/32 | 4.50 | ⅝ | 18 00 |
| ¼ | 5 00 | 11/16 | 21.00 |
| 9/32 | 6.00 | ¾ | 24 00 |
| 5/16 | 7 00 | ⅞ | 30.00 |

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

**EMERY CLOTH**
See under Sandpaper.

**ENAMELWARE**
See prices under heading Wares.

**FILES AND RASPS**
Discounts below apply to list of Nov. 1, 1899.

| | |
|---|---|
| Great Western, Amer. | 50% |
| Kearney, Foot, Arcade | 55% |
| J. Barton Smith, Eagle | 55% |
| P. H. and Imperial | 55% |
| Globe | 55% |
| Nicholson | 32½% |
| Black Diamond | 32½% |
| Delta Files | 20% |
| Firth Files | 50% |

F.o.b. Toronto, Montreal, London and Hamilton.

| **FITTINGS**— | Mont. | Tor. |
|---|---|---|
| Cast iron fittings | .... | 20% |
| Malleable bushings | 25% | 30% |
| Cast bushings | 25% | 30% |
| Unions | 40% | 40% |
| Flanged unions | 20% | 20% |
| Plugs, cast iron | 22½% | 27½% |
| Plugs, solid | .... | 10% |
| Plugs, countersunk | net | net |
| Couplings, 4 in. and under | 25% | 25% |
| Do., 2½ in. and larger | 5% | 5% |

| **POUND GOODS**— | Blk. | Galv. |
|---|---|---|
| | Montreal | |
| Class— | | |
| A | .... | .... |
| B | 0 20 | 0 28 |
| C | 0 13 | 0 20 |
| | Toronto | |
| A | 0 60 | 0 75 |
| B | 0 24 | 0 34 |
| B | 0 15 | 0 24 |

**NIPPLES, WROUGHT**
Close and short, 4 in. and under, 45%, 4½ and larger, 35%; long, 4 in. and under, 55%, 4½ in. and larger, 45%; running thread, 4 in. and under, 25%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

| **GRINDSTONES**— | Per 100 lbs. |
|---|---|
| Under 50 lbs., 1½ to 1¾" face | 5 00 |
| Under 50 lbs., 2¼ to 3" face | 4 25 |
| Over 50 lbs., 2¼ to 3" face | 4 00 |
| Bi-Treadle, each | 9 75 |
| Cycle BB | 8 75 |

| **GRINDSTONE FIXTURES** | Doz. |
|---|---|
| No. 22 | $9 60 |
| No. 33 | 9 95 |
| No. 2½ | 11 90 |
| No. 3 | 12 00 |

F.o.b. Toronto.

| **HALTERS, LEATHER** | Doz. |
|---|---|
| Russett rope tie, 1 in. | .... |
| Black, rope tie, 1 in. | .... |
| Black, rope tie, 1¼ in. | .... |
| No tie, 1 in. | .... |
| No tie, 1¼ in. | .... |

**HALTERS, ROPE**

| | |
|---|---|
| Sisal, 7-16 in. | .... |
| Do., 9-16 in. | .... |
| Jute, 7-16 in. | .... |
| Do., 9-16 in. | .... |

**HAME FASTENERS**

| | Per Doz. |
|---|---|
| Dodson | $4 60 |

| **HAMMERS, NAIL** | Doz. |
|---|---|
| No. 21 | $14 00 |
| No. 1 | 19 00 |
| Nos. 1½, 61½ | 18 75 |

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can. 2-2½ lbs., cwt. | $25 00 |
| Do., 3-4½ lbs. | 23 00 |
| Do., 5 lbs. and over | 16 00 |
| Masons, 2-2½ lbs. | 31 50 |
| Do., 3-4½ lbs. | 28 25 |
| 5 lbs. and over | 23 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HAMMERS, STRIKING**

| | |
|---|---|
| No. 38, No. 46, 5 lbs. and over | $16 00 |

**HAMMERS, MACHINIST**

| | |
|---|---|
| No. 30, 1-lb. | $12 60 |
| No. 30, 1¼-lb. | 13 50 |

Net.

**HANDLES (WOOD)**
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

**HANGERS, BARN AND PARLOR.**
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

| | List |
|---|---|
| Atlas No. 0 | $13 35 |
| Do., No. 1 | 13 80 |
| Do., No. 2 | 15 85 |
| Stearns, 4 in. | 12 80 |
| Do., 5 in. | 16 00 |
| Perfect, No. 1 | 10 50 |
| Canada | 13 25 |
| Hatch | 13 25 |
| National | 15 00 |
| America | 19 00 |
| Great West | 30 00 |

**HATCHETS, LATHING**

| | Per Doz. |
|---|---|
| No. 3 | $10 25 |
| No. 4 | 11 25 |

**HATCHETS, SHINGLING**

| | |
|---|---|
| No. 1 | $10 25 |
| No. 2 | 11 25 |

**HATCHETS, BARRELLING**

| | |
|---|---|
| Nos. 50, 60 | $15 75 |

**HATCHETS, CLAW**

| | |
|---|---|
| No. 7 | $12 25 |
| No. 8 | 13 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Glower Heater | $12 00 |
| Heatray Heater | 14 00 |

Discount 22%-33%, according to quantity.

| | |
|---|---|
| Majestic, 1 Burner | $11 50 |
| Do., 2 Burner | 17 50 |

Discount 27½%.

| | |
|---|---|
| Universal | 13 80 |

Discount 20 and 5%.
F.o.b. Toronto.

**HINGES, SPRING**

| | |
|---|---|
| No. 200 and No. 20, per doz. | $ 2 50 |
| Ajax Floor No. 3111, per set | 1 85 |
| Reliance Door No. 270. | |
| Light, per doz. | 3 15 |
| Medium, per doz. | 4 20 |
| Heavy, per doz. | 6 40 |

**HINGES, TEE AND STRAP**

| Heavy in Bulk. | Strap Doz. pairs. | Tee pairs. |
|---|---|---|
| 4 inch | $3 00 | $2 55 |
| 5 inch | 3 70 | 3 20 |
| 6 inch | 4 00 | 3 60 |
| 8 inch | 5 40 | 4 10 |
| 10 inch | 9 60 | 7 30 |
| 12 inch | 11 90 | 11 60 |
| 14 inch | 13 60 | 11 80 |

Discount 35%.

| Light. Net Prices. | | |
|---|---|---|
| 3 inch | $0 90 | $0 90 |
| 4 inch | 1 08 | 1 00 |
| 5 inch | 1 26 | 1 17 |
| 6 inch | 1 53 | 1 35 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

| | |
|---|---|
| **HOES.** Grub | $9 75 |

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 90 | $7 50 |
| No. 3, per doz. | 5 00 | 8 00 |
| No. 4, per doz. | 5 10 | 8 50 |
| Little Giant, | 8 00 | .... |
| Barden Patent | 8 00 | .... |

F.o.b. Montreal, Toronto.

**HORSESHOES**

| Patterns | Sizes made | Price per keg No. 2 and larger | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7.75 | $8.00 |
| Long heel light iron | 3-7 | 7.75 | |
| Medium iron | 1-8 | 7.75 | 8.00 |
| Heavy iron | 6-8 | 7.75 | |
| Snow | 1-6 | 8.00 | 8.25 |
| New-light "XL" steel | 1-6 | 8.20 | 8.45 |
| Featherweight "XL" steel | 0-4 | 9.60 | |
| Special-counter-sunk | 0-4 | 10.10 | ... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $19 00 |
| Do., ⅝ in., 10 ft. | 21 50 |
| Do., ¾ in., 100 ft. | 25 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**IRON AND STEEL**
See weekly report.

**IRON, TINNED**
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

**IRONS (SAD)**

| | |
|---|---|
| Potts, polished, per set | $2 18 |
| Potts, nickel plated, per set | 2 30 |
| Potts handles, japd., doz. | 2 15 |
| Common, No. 1, 4 and 5 lbs. | 18 00 |
| Do., 6 lbs. and up | 17 00 |

F.o.b. Montreal.

**IRONS, ELECTRIC**
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

**KNIVES, HAY**

| | |
|---|---|
| Spear Point | $19 00 |
| Lightning | 17 50 |
| Heath's | 17 50 |

**LADDERS, ETC.**

| **Step Ladders** | Per ft. |
|---|---|
| Standard | 0 46 |
| Household | 0 30 |
| Shelf Lock, 4 to 8 ft. only | 0 32 |
| Faultless, 4 to 8 ft. only | 0 45 |
| Do., 10, 12 and 14 ft. | 0 53 |
| **Single and Fruit Picking** | |
| 10 ft. to 16 ft. | 0 28 |
| 18 ft. to 20 ft. | 0 29 |

F.o.b. Toronto, Hamilton, London, Stratford.

| **Roped and Straight Extension Ladders** | |
|---|---|
| 20 to 32 ft. | 0 32 |
| 36 to 44 ft. | 0 35 |
| Over 44 ft. | 0 43 |
| Special quality, 20 to 40 ft. | 0 40 |
| Three section extension | 0 40 |

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS.**

| | Per doz. |
|---|---|
| Short or Long Globe, plain or jap'd | $12 00 |
| Dash, plain | 18 75 |
| Do., Japd | 19 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES**

| Cold Blast, Short or Long | |
|---|---|
| 1 doz. cases | $1 65 doz. |
| 3 doz. cases | 1 55 doz. |
| 6 doz. cases | 1 35 doz. |
| Cold blast, genuine ruby | 5 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES**—

| | Per doz. |
|---|---|
| Steel Thumb, No. 2 | $2 25 |
| Do., No. 3 | 3 15 |
| Do., No. 4 | 4 70 |
| Barn Door, No. 5 | 3 30 |
| Do., No. 9 | 2 50 |

F.o.b. Montreal, Toronto, London.

**LEAD**—
For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**—

| | List each. |
|---|---|
| Dowswell | $12 75 |
| Noiseless | 17 50 |
| Hamilton | 14 00 |
| Peerless | 14 50 |
| Snowball | 19 50 |
| New Century, style A | 19 75 |
| New Century, style B | 21 75 |
| New Century, Electric | 160 00 |
| Playtime, engine drive | 27 00 |
| Ideal Power | 30 00 |
| Seafoam, electric, style A | 105 00 |
| Seafoam, engine drive | 50 00 |
| Sunshine | 10 25 |
| Popular | 14 50 |
| Economic | 16 00 |
| Puritan | 19 50 |
| New Champion | 21 50 |
| Home | 21 50 |
| Vacuum | 28 00 |
| Home Water, motor | 28 00 |
| Whirlpool, water power | 31 00 |
| Hydro, 1 Tub, engine drive | 57 00 |
| Do., do., electric | 116 50 |
| Rotary water motor washer | 29 00 |
| Connor ball-bearing, with rack | 22 75 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 132 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor, vacuum | 27 50 |
| Patriot | 21 50 |
| Jubilee | 12 50 |
| Canada First | 21 50 |

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MATTOCKS**—

| | |
|---|---|
| Cutter, doz. | $12 25 |
| Pick, doz. | 12 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**—

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $36 24 |
| No. 8, dozen | 40 92 |
| Universal— | |
| No. 4, dozen | $40 00 |
| No. 8, dozen | 52 00 |

| **MOPS**— | Doz. net. |
|---|---|
| Liquid Veneer | $20 00 |
| O-Cedar, less handle | 14 00 |
| Do., with handle | 16 00 |
| S. W. Mops, complete | 4 75 |
| Mop Sticks, No. 8 | 2 00 |
| Cast Head Mop | 2 00 |
| Crescent, No. 10 | 2 85 3 25 |
| Crank wringing | 7 00 9 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**—

| | |
|---|---|
| Adanac | 35% |
| Woodyatt | 10% |
| Empress | 15% |
| Mayflower | 25% |
| Ontario Daisy | 15% |
| Star | 10% |
| Brockville K | Net |
| Brockville C | Net |
| Brockville BB | Net |

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

**NAILS**—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| 1 inch | $1 50 | 2¾ inch | $0 30 |
| 1⅛ inch | 1 40 | 3 inch | 0 20 |
| 1¼ inch | 1 15 | 3¼ inch | 0 15 |
| 1½ inch | 0 80 | 3½ inch | 0-10 |
| 1¾ inch | 0 75 | 4 inch | 0 05 |
| 2 inch | 0 60 | 4½ inch | 0 05 |
| 2¼ inch | 0 55 | 5 inch | base |
| 2½ inch | 0 30 | 5½ inch | base |
| | | 6 inch | base |

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.30 base.
Owen Sound or Collingwood, $4.40 base.
F.o.b. Montreal, $4.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.30.
Sault Ste. Marie, Port Arthur, Fort William, $4.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

**NAILS, CUT**—
Montreal, $4.85; London, $5.50 base; Toronto, $5.20.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.
F.o.b. Montreal, Toronto, Hamilton,

"Save the surface and you save all" *Paint & Varnish*

# The Recognized Household Enamel for Interior or Exterior Use

# *Mooramel*

Mooramel works easy, has perfect flowing properties, combined with whiteness, and other qualities which make it, without any question, the most practical and also the most economical article of its kind ever manufactured.

Mooramel is made in Gloss and Eggshell White and produces a durable, rich, lustrous, porcelain-like finish that satisfactorily retains its whiteness for years.

Mooramel can be used with equally good results on either interior or exterior work and can be cleansed with soap and water as often as necessary without any injurious effects.

*Ask about our Agency Proposition*

**Benjamin Moore & Co.**
LIMITED

**Paints, Varnishes and Muresco**

Toronto Winnipeg

**NAILS (HORSE)**

| Size | C Brand |
|---|---|
| Capewell— | Per 25-lb.box |
| No. 5 | $6 75 |
| No. 6 | 6 50 |
| No. 7 | 6 25 |
| No. 8 | 6 00 |
| No. 9 to 12 | 5 75 |

Discount, 10%

**"M.R.M." BRAND**

| No. | Net Price List Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 25 |
| 4 | 1¾" | 10 25 |
| 5 | 1 15-16" | 5 25 |
| 6 | 2⅛" | 5 00 |
| 7 | 2 16-16" | 4 75 |
| 8 | 2½" | 4 75 |
| 9 | 2 11-16" | 4 50 |
| 10 | 2⅝" | 4 50 |
| 11 | 3 1-16" | 4 50 |
| 12 | 3¼" | 4 50 |

F.o.b. London, Hamilton, Montreal, Toronto.

**NETTING, POULTRY**

List prices per 50-yd. rolls.
Adopted March, 1920.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $2 50 | 42 inch... | $10 50 |
| 18 inch... | 3 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 00 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mesh and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $16 50 | 36 inch... | $24 00 |
| 30 inch.. | 20 00 | | |

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

| Invincible— | Per rod |
|---|---|
| 1848 | $0 95 |
| 2060 | 1 05 |

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

**Blue Ribbon—**

| | |
|---|---|
| 24-inch, per roll | 5 50 |
| 36-inch, per roll | 7 15 |
| 48-inch, per roll | 8 35 |
| 60-inch, per roll | 9 85 |
| 72-inch, per roll | 11 25 |

Put up in 10 rod rolls.

**NIPPLES**

See Fittings.

**OAKUM—**

| | |
|---|---|
| Special No. 1 | $17 00 |
| Plumbers' | 7 50 |

F.o.b. Montreal, Toronto.

| OILS | Toronto |
|---|---|
| Royalite, gal. | 0 18½ |
| Palacine, gal. | 0 21½ |
| Gasoline, net, gal. | 0 33 |

Above prices net.

| | Gallon |
|---|---|
| Black oil (summer) | 0 21.1 |
| Black oil (winter) | 0 21.6 |
| Capital, cylinder | 0 78.1 |
| Mach. oil, reg. grades | 0 46.6 |
| Imperial gas engine oil | 0 59.1 |
| Paraffine | 0 22.5 |

List, less 15% on above.

| | |
|---|---|
| Imperial Kerosene, tractor | 1 25 |

List less 25%.

| | |
|---|---|
| Polarine, per gal., list | $ 1 15 |
| Polarine medium, list | 1 15 |
| Polarine heavy, list | 1 15 |
| Polarine, ex-heavy, list | 1 40 |

List, less 25 per cent.

| | |
|---|---|
| Gargoyle Mobiloil E and Arctic | 1 45 |
| Gargoyle Mobiloil, B | 1 70 |
| Gargoyle Mobiloil, BB | 1 70 |
| Gargoyle Mobiloil, A | 1 60 |

List, less 25 per cent. on above.

| | |
|---|---|
| Fuel Oil, bbl., net | 0 08.2 |
| Do., tank cars, net | 0 06.2 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

**PACKING**

| | Per lb. |
|---|---|
| Fine jute | $0 17 |
| Coarse jute | 0 13 |
| Hemp | 0 36 |
| Square braided hemp | 0 28 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

**PAPER**

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No. 1, Anch | $1 35 | 1 35 |
| Do., No. 2. Anch. | 0 85 | 0 85 |
| Do., No. 2 Elephant. | 0 85 | 0 95 |
| Tarred Fibre, No. 1 Anchor | 1 45 | 1 45 |
| No. 2 | 1 10 | 1 10 |
| Elephant Brand, tarred, No. 2 | 1 25 | 1 25 |
| Surprise Fibre | 0 95 | 1 05 |
| Empress Dry Sheath'g | | 1 45 |
| Stag Sheathing | 0 95 | 0 95 |
| Cyclone, dry | 1 35 | 1 45 |
| Do., tarred | 1 45 | 1 60 |
| Joliette Sheathing | 0 85 | 0 95 |
| Do., tarred | 1 10 | 1 25 |

| | Per 100 lbs |
|---|---|
| Monarch Sheathing, white | 5 75 |
| Do., gray | 4 75 |
| Straw Sheathing, heavy, dry | 4 05 |
| Red Star heavy tarred straw. | 4 25 |
| Imp. White Sheathing | 5 50 |
| Imp. Grey Sheathing | 4 50 |
| Scythe Brand dry straw | 4 05 |
| Spruce Sheathing, 36" and 72" wide | 7 25 |
| Asbestos Sheathing | 10 00 |
| Carpet Felt | 6 00 |
| Tarred Felt, 7, 10 and 16 oz. | 4 85 |

F.o.b. Toronto and Montreal and Hamilton.

**PASTE**

| | |
|---|---|
| Stick-Fast | |
| In barrels, 250 lbs., lb. | 0 14 |
| Barrels of 5 lbs., cotton bags, lb. | 0 15 |
| In kegs, 125 lbs., lb. | 0 16 |
| In 50-lb. boxes, lb. | 0 18 |
| In 25-lb. boxes, lb. | 0 19 |
| Solpar | |
| Barrels (200 lbs.), per lb. | 0 14 |
| 2-lb. pkgs, case lots, lb. | 0 16 |
| 1-lb. pkgs., case lots, lb. | 0 17 |

**PICKS—**

| Clay— | Montreal | Toronto |
|---|---|---|
| 5 to 6 lbs., doz. | $ 9 50 | $ 9 75 |
| 6 to 7 lbs., doz. | 10 50 | 10 75 |
| Rock— | | |
| 7 to 8 lbs., doz. | 11 50 | 11 75 |

F.o.b. Montreal and Toronto.

**PIN'S, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | $2 25 |
| 4 gross (cartons), 4 in. | 2 25 |
| Spring, 2 grs. box | 1 90 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 52, July 11, 1921.

**Standard Butterweld Pipe S-C.**

Per 100 feet

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 50 | $ 8 50 | $ | $ |
| ¼ in.. | 4 56 | 6 60 | 5 76 | 7 80 |
| ⅜ in.. | 4 56 | 6 60 | 5 76 | 7 80 |
| ½ in.. | 5 87 | 7 40 | 7 65 | 9 10 |
| ¾ in.. | 7 02 | 8 97 | 9 55 | 11 50 |
| 1 in.. | 10 03 | 12 92 | 13 77 | 16 66 |
| 1¼ in.. | 13 57 | 17 48 | 18 63 | 22 54 |
| 1½ in.. | 16 23 | 20 90 | 22 28 | 26 95 |
| 2 in.. | 21 83 | 28 12 | 29 97 | 36 26 |
| 2½ in.. | 34 52 | 44 46 | | |
| 3 in.. | 45 14 | 58 14 | | |
| 3½ in.. | 59 80 | 75 44 | | |
| 4 in.. | 70 85 | 89 38 | | |

**Standard Lapweld Pipe S.C.**

Per 100 feet.

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| 2 in.. | $25 53 | $31 82 | $33 67 | $39 96 |
| 2½ in.. | 38 03 | 47 97 | 50 90 | 60 84 |
| 3 in.. | 49 73 | 62 73 | 66 56 | 79 56 |
| 3½ in.. | 60 72 | 76 36 | 80 96 | 96 60 |
| 4 in.. | 71 94 | 90 47 | 95 92 | 114 45 |
| 4½ in.. | 81 28 | 102 87 | 1 12 | 1 33 |
| 5 in.. | 94 71 | 119 88 | 1 30 | 1 55 |
| 6 in.. | 1 23 | 1 56 | 1 69 | 2 02 |
| 7 in.. | 1 64 | 2 09 | 2 21 | 2 63 |
| 8L in.. | 1 73 | 2 20 | 2 33 | 2 75 |
| 8 in.. | 1 99 | 2 53 | 2 68 | 3 17 |
| 9 in.. | 2 38 | 3 04 | 3 21 | 3 80 |
| 10L in. | 2 21 | 2 82 | 2 98 | 3 52 |
| 10 in.. | 2 84 | 3 63 | 3 83 | 4 53 |

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $18 | 40 |
| 3 in. in 10-ft. lengths, list. | 22 | 30 |
| 4 in., in 10-ft. lengths, list. | 29 | 60 |
| 5 in., in 10-ft. lengths, list. | 40 | 00 |
| 6 in., in 10-ft. lengths, list. | 49 | 00 |

Less 60%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL) Med. and extra heavy.**

| | |
|---|---|
| 2 in., 3 in. | 40% |
| 4 in. | 30% |
| 5, 6 in. | 30% |
| 8 inch | Net Plus 5% |

**SOIL PIPE FITTINGS**

| | |
|---|---|
| 2, 3, 4, 5, 6, in. | 40% |
| 8 in. | plus 5% |

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | $13 25 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 55 |

F.o.b. Montreal, Toronto

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, doz. | $13 20 |
| Triumph, doz. | 11 00 |

**PLATES, CANADA**

| Prices nominal, | Montreal. | Toronto |
|---|---|---|
| Do., 60 sheets | $7 35 | $8 25 |
| Ordinary, 52 sheets. | 7 25 | 8 00 |

**PLATES, COKE, TIN**

Prices only nominal

| | Tor. | Mont. |
|---|---|---|
| | Per box | |
| IX. 20x28, 112 sheets | $ 20 50 | |
| Do., 56 sheets | 12 50 | |

**"DOMINION CROWN BEST"—DOUBLE COATED TISSUE**

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

**PLATES, TERNE (Prices nominal)**

IC, 20x28, 112 sheets ....$ 17 50

F.O.B. Toronto or Montreal.

| POLISH (O-Cedar) | Doz. Net |
|---|---|
| 4-oz. bottles | 2 40 |
| 12-oz bottles | 4 80 |
| 1-qt. can | 12 00 |
| ½-gal. cans | 20 00 |
| 1-gal. cans | 28 00 |
| Net. | |
| Liquid Veneer— | Doz. Net |
| 4-oz. | $2 40 |
| 12-oz. | 4 80 |
| 32-oz. | 10 00 |
| 64-oz., each | 1 34 |
| 128-oz., each | 2 34 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 2 | $3 10 | $3 30 |
| No. 3 | 3 40 | 3 65 |
| No. 4 | 4 05 | 5 00 |
| | | Each |
| No. 70 | | 7 00 |
| No. 80 | | 9 50 |

**PUMPS, REDWING**

| | | | |
|---|---|---|---|
| No. 0 | $6 85 | No. 4 | $12 75 |
| No. 1 | 7 50 | No. 5 | 15 25 |
| No. 2 | 8 75 | No. 6 | 18 00 |
| No. 3 | 10 75 | No. 6 | 18 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 45%; Iron burrs, 45% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING.**

| | Toronto |
|---|---|
| Samson, 1 ply, roll | $ 2 65 |
| Samson, 2 ply, roll | 3 10 |
| Samson, 3 ply, roll | 3 80 |

| | Mont. | Toronto |
|---|---|---|
| Red Star, 2 ply, roll | $ 1 93 | $ 1 93 |
| Red Star, 3 ply, roll | 2 30 | 2 30 |
| Everlastic, 1 ply | 2 00 | 2 00 |
| Everlastic, 2 ply | 2 40 | 2 40 |
| Everlastic, 3 ply | 2 80 | [illegible] |
| Panamoid, 1 ply | 1 80 | 1 80 |
| Panamoid, 2 ply | 2 20 | 2 20 |
| Panamoid, 3 ply | 2 60 | 2 60 |
| Amazon, ex. heavy, 80 lbs. to roll | 3 95 | |
| Everlastic Multi-Shingles (4 Shingles in One), sq. | | 6 25 |
| Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. | 7 40 | 7 40 |

F.o.b. Montreal.

| | | |
|---|---|---|
| Everlastic Liquid Roofing cement— Per gal., in bbls. | 0 70 | 0 70 |
| 5 and 10 gal. lots, gal. | 0 85 | 0 85 |
| 1 gal. cans, gal., doz. | 10 50 | 10 50 |
| Coal Tar (refined), bbl. | 10 25 | 10 50 |
| Coal tar (crude) | 9 00 | 9 25 |
| Roofix Roofing Cement— | | |
| In bbls., per gal. | | 0 60 |
| In ½ bbls., per gal. | | 0 65 |
| In 5s and 10s | | 0 70 |
| 1 gal. cans, per doz. | | 9 00 |

F.o.b. Toronto, Montreal and Hamilton.

**ROPE**

| | |
|---|---|
| Pure Manila basis | 0 23 |
| Beaver Manila basis | 0 19 |
| New Zealand hemp basis | 0 19 |
| Sisal basis | 0 17 |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c, ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

| | |
|---|---|
| Single lathe yarn basis | 0 17 |
| Double lathe yarn | 0 17½ |
| Yacht marline, tarred | 57 |
| Halyards | 50 |
| Beaver Halyards, wht. pol, ¾ in. basis | 0 35 |
| Hemp, deep sea line basis | 50 |
| Hemp, tarred ratline basis | 43 |
| Hemp, tarred bolt rope basis | 45 |
| Marline and Houseline | 45 |

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

| | |
|---|---|
| Cotton, ⅛ in. | 0 42 |
| Do., 5-32 in. | 0 41 |
| Do., 3-16 in. | 0 38 |
| Do., ¼ in. and up | 0 37 |

F.o.b. Toronto, Montreal, London Welland, Hamilton.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263—50 ft. Challenge, Steel | $5 30 |
| 103—50 ft. Reliable Jr., Steel | 5 34 |
| 243—50 ft. Rival, Steel | 4 67 |
| 1243—50 ft., Rival Jr., Steel | 4 34 |
| 603—50 ft., Metallic | 3 38 |
| 604—66 ft. | 3 92 |
| 403—50 ft., Linen | 2 57 |
| | Dozen |
| 713—50 ft., Ass Skin | 6 95 |
| 714—66 ft., Ass Skin | 8 35 |
| 143—3 ft., Steel Pocket | 8 30 |
| 145—5 ft., Steel Pocket | 11 20 |
| 175—5 ft., Linen Pocket | 7 30 |
| 165—5 ft., Cotton Pocket | 1 65 |

F.o.b Montreal, Toronto, London

**SANDPAPER**

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

**SCALES**

| Champion | List | Net |
|---|---|---|
| 4 lb. | $ 6 60 | |
| 10 lb. | 8 65 | |
| 240 lb. | 12 65 | |
| 600 lb. | 35 80 | |
| 1200 lb. | 43 00 | |
| 2000 lb. | 57 10 | |
| 2000 lb. drop lever | 64 75 | |

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1908.

| | |
|---|---|
| Wood, F.H., bright | 73½% |
| Wood, R.H., bright | 71% |
| Wood, O.H., bright | 71% |
| Wood, F.H., brass | 61% |
| Wood, R.H., brass | 58½% |
| Wood, O.H., brass | 58½% |
| Wood, F.H., bronze | 56% |
| Wood, R.H., bronze | 53½% |
| Wood, O.H., bronze | 53½% |
| Square cap | 40% |
| Hexagon cap | 40% |
| Set Screws | 45% |

# GOODELL-PRATT
## 1500 GOOD TOOLS

## OLD CARS NEED
# NEW TOOLS

Never before has there been such a need of good tools for motorists. The less new cars are bought, themore old cars are run; the more old cars are run, the more new tools are needed to keep them going. Old tools are lost, cheap tools are broken, new ones are needed to make repairs.

## The Store With a Stock Sells the Tools

Motor car repairs can't wait. When a tool is needed it is needed at once. If you don't have the necessary tool in stock, someone else makes the sales. Check over your stock. Have a well balanced assortment of

### GOODELL-PRATT TOOLS FOR MOTORISTS AND GARAGES

Adjustable Wrenches
Bearing Scrapers
Bench Drills
Bench Grinders
Bench Lathes
Brass Hammers
Breast Drills
Calipers
Cape Chisels
Carbon Scrapers
Centre Punches
Chain Drills
Chisel and Punch Sets
Circular Glass Cutters
Cold Chisels
Combination Pliers
Cotter Pin Pullers
Double End Wrenches
Grinding Heads
Hack Saw Blades
Hack Saw Frames
Hand Drills
Machinists' Hammers
Motor Sets
Offset Screw Drivers
Pin Punches
Prick Punches
Rim Wrenches
Screw Drivers
Screw Pitch Gauges
Single End Wrenches
Socket Wrenches
Steel Rules
Thickness Gauge
Valve Grinders
Valve Lifters
Vises
Washer Cutters

**GOODELL-PRATT COMPANY** **Greenfield, Mass., U. S. A.**

If interested, tear out this page and place with letters to be answered.

**SCREWS, IRON BENCH, No. 14**

| | |
|---|---|
| 1 in. | $13 75 |
| 1⅛ in. | 17 00 |
| 1¼ in. | 20 00 |

**SCYTHES** Doz.

| | |
|---|---|
| Cast Steel | $20 00 |
| Golden Clipper | 20 95 |
| Little Giant | 22 00 |
| Bush | 20 50 |

**SNATHS** Doz.

| | |
|---|---|
| 00 Patent | $17 50 |
| 1 loop | 16 80 |
| 2 loops | 15 80 |
| 3 loops | 14 70 |
| Bush | 18 20 |

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

See Weekly Reports.

**SOLDERING COPPERS**

See Coppers.

**SOLDER, BAR**

See weekly report.

**SPIDERS**

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

**SPOUTS, SAP**

Eureka, per M. ..... $16 50

**STANDS, WASHTUB**

Dowswell, doz. ..... $47 25

**STAPLES (Fence)—** Per 100 lb. kegs

| | |
|---|---|
| Bright | $ 4 85 |
| Galvanized | 5 85 |

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner | $25 50 |

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| Star, No. 1, doz. | $27 60 |
| Star, No. 2, doz. | 30 00 |
| Sun No. 1 | 20 00 |
| Sun, No. 2 | 22 00 |

**STRETCHERS, WIRE**

Hercules, doz. ..... $3 60

**SWEEPERS—**

Carpet (Bissell's)

| | |
|---|---|
| Amer. Queen, nick. fittings, cyco b.b. | $ 60 00 |
| Club, jap., cyco bearing | 120 00 |
| Champion, jap. fittings | 45 00 |
| Grand, jap., cyco b.b. | 68 00 |
| Grand Rapids, nick., cyco b.b. | 55 00 |
| Do., jap., cyco b.b. | 50 00 |
| Parlor Queen, nick., cyco b.b. | 62 00 |
| Princess, nick., cyco b.b. | 57 00 |
| Standard, jap. fittings | 46 00 |
| Universal, jap., cyco bear. | 48 00 |
| Do., nick., cyco bear. | 53 00 |
| Little Daisy | 2 00 |
| Little Queen | 3 00 |

**SWEEPERS, VACUUM (Bissell's)** Doz.

| | |
|---|---|
| Grand Rapids, nickelled | $106 00 |
| Household, japanned | 94 00 |
| Superba, nickeled | 120 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWINGS—**

| | |
|---|---|
| Ontario, 4-passenger | $8 75 |

**TACKS** Discount

| | |
|---|---|
| Wire Tacks | 70/15% |

Revised Hardware Tack List adopted June, 1921 .. 70/15%

| | |
|---|---|
| Double-pointed tacks | 70/15% |

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares.

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Universal | 7 80 |
| C. G. | 5 00 |

Discount 20 and 10%.

| | |
|---|---|
| Canadian Beauty | $5 84 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 | 45 | 45 |
| Draining Tools | 45 | 45 | 45 |
| Hollow Back Scoops | 45 | 45 | 45 |
| Sand Shovels | 45 | 45 | 45 |
| Hollow Back Shovels | 45 | 45 | 45 |
| Hollow Back Coal Shovels | 45 | 45 | 45 |
| Riveted Back Scoops | 45 | 45 | 45 |
| Miners' Spring Point Shovels | 45 | 45 | 45 |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

**BLACK LIST**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades, No. 2 black | $29.00 | $25.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovels, No. 2, black | 36.50 | ..... | ..... |

**NET EXTRAS—**

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

| | |
|---|---|
| Perfection, No. 33, 3 burner | 31 00 |
| Perfection No. 34, 4-burner | 40 00 |
| No. 22G oven for above stoves | 9 00 |

Discount, 30 per cent. off list.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 6 00 |
| Detroit Glass Front Oven, No. 85, each, net | .... |
| Hot Blast | Plus % |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters | List |
|---|---|
| No. 525, each | $9 50 |
| No. 530, each | 10 50 |
| No. 630, each | 13 50 |

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

**TRACK BARN DOOR**

| | |
|---|---|
| Hatch Trolley, per ft. | 0 22½ |
| Brackets for above, per doz. | $2 20 |

**National Flat Track, 1¼ in.**

| | |
|---|---|
| per 100 ft. | 10 85 |

Storm King Flat, No. 60, List less 20-10%

Safety Flat, No. 60, List less 20-10%

Reliable No. 1 and 2 20 cents per ft., less 20-10%

Round Trolley No. 1918, 20 cents per ft., less 20-10%

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $15 90 | 15 in. | $28 80 |
| 10 in. | 17 70 | 18 in. | 36 50 |
| 12 in. | 21 20 | Less 60%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain

| | |
|---|---|
| Victor, No. 1 Giant, doz. | $3 35 |
| Jump, No. 1 | 3 50 |
| Hawley & Norton, No. 1 | 5 00 |
| Newhouse, No. 1 | 7 50 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TUBS, WOOD**

| | |
|---|---|
| No. 0, per dozen | $26 40 |
| No. 1, per dozen | 23 10 |
| No. 2, per dozen | 20 90 |
| No. 3, per dozen | 17 60 |

F.O.B. Newmarket.

**TWINE, BINDER** per ft.

| | |
|---|---|
| 550 feet | 0 17¼ |
| 550 feet | 0 18¾ |
| 600 feet | 0 20¼ |
| 650 feet | 0 21¼ |

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb

**TWINE (COTTON)**

| | |
|---|---|
| 5-lb. sack, 3-ply, lb. | 0 36 |
| Cones, 3-ply, lb | 0 32 |
| Do., 4-ply, lb. | 0 35 |

**VALVES AND COCKS**

| | |
|---|---|
| Compression work—Standard | 37% |
| Fuller work—Standard | 30% |
| Basin cocks Fuller, No. 0 | 30% |
| Nos. 1 and 2 | 30% |
| Bath Cocks—Compression | 29% |
| Flatway stop and waste cocks, Standard | 40% |
| Roundway stop and waste cocks—Standard | 34% |
| Brass steam cocks, stand. | 10% |
| Radiator valves—Standard | 58% |
| Do., removable disc | 58% |
| Globe, angle and check valves, standard | 10% |
| Gate or Straightway | 16/10% |
| Jenkins Gate Valve | 10/7% |
| Jenkins Globe | 10/10% |
| J.M.T. | 20% |
| J.M.T. C. | 25% |
| J.M.T. Gate Valves | 15% |
| Emco, Globe & Check | 20% |

F.O.B. Toronto.

**Penberthy Brass Valves**

| | |
|---|---|
| Gate Valves | 15% |
| Regrinding Valves | 10% |
| Swing Check Valves | 5% |
| Compodisk Valves | 10% |

**VALVES, FOOT**

| | Blk. | Galv. |
|---|---|---|
| 1¼ | 0 58 | 0 83 |
| 1½ | 0 72 | 1 10 |
| 2 | 0 99 | 1 60 |

**WARES, ETC.**

Britannic, advance 33 1-3 per cent.

Scotch Grey Ware, 45/5 per cent.

Colonial, 25 per cent.

Imperial ware, 25 per cent.

Pearl, 25 per cent.

Premier, list.

Canada Ware, list.

Crescent, 45/5 per cent.

Diamond, list.

White Ware, 40 per cent.

Japanned Ware, list, plus 10%.

Japd. Ware, White, list, plus 20%.

Plain and Japanned Sprinklers, list plus 10 per cent.

Stamped Ware, plain, 50 per cent.

Stamped Ware, retinned, 40/10%.

Copper Bottoms, plus 50%

Tinners' Trimmings, plain, 35%

Tinners' Trimmings, retinned, 20/10%

Tinners' Trimmings, General, list, plus 50%

Factory Milk Cans, list, plus 40%.

Milk Can Trimmings, list, plus 60%

Cream Cans, list, plus 47½%

Railroad Cans, list, plus 40%

Sheet Iron Ware, list, plus, 33 1-3%.

Pieced Ware, ordinary, list, plus 40 per cent.

Pieced Tinware, C.B., list, plus 50 per cent.

Fry Pans, Acme, 25 per cent.

Fry Pans, Quick Meal, plus 20%.

Spiders, steel, plus 20%.

Fire Shovels, japanned, list, plus 30 per cent.

Steel Sinks, galv'd, list, plus 20%.

Steel Sinks, painted, list, plus 20%.

Light Galv. Pails and Tubs, list plus, 20%.

Heavy Galv. Pails and Tubs, list plus, 20%.

Hollow Ware, add 40%

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 45%.

Galv. Coal Hods, list, plus 45%.

Paper Lined Boards, 30%.

Wood-lined Boards, 15 per cent.

Copper Boilers, 10 per cent.

Copper Tea Kettles, list, plus 10%.

Copper Tea and Coffee Pots, list, plus 10 per cent.

Stove and other Pipe, list, plus 40%

Stove Pipe Elbows, black and galv. list, plus, 12½ per cent.

Stove Pipe Thimbles, 40/10%.

F.o.b. Montreal, Toronto, London, Hamilton.

**WASHERS, WROUGHT**

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $22.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mon. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $5 10 | $5 25 | $5 00 |
| Section, ½ lb., per 100 lbs. | 5 50 | 5 75 | 5 50 |
| Solid, 3 to 30 lbs., per cwt. | 3 50 | 4 70 | 4 50 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $105 00 |
| Garden Steel, doz. | 73 76 |
| Light Garden, doz. | 86 00 |

F.O.B. Montreal, Toronto, London

**WIRE PRODUCTS**

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

| | Base |
|---|---|
| No. 9 and heavier | |
| No. 10 | $0 06 |
| No. 11 | 0 12 |
| No. 12 | 0 20 |
| No. 13 | 0 30 |
| No. 14 | 0 40 |
| No. 15 | 0 55 |
| No. 16 | 0 70 |

Annealing, no extra.

Oiled and Annealed, extra, $0.15.

Coppering and liquor finish, extra, $1.00-$1.50.

Tinning, extra, $2.00-$3.00.

Bright base, $4.30.

Annealed base, $4.30.

Galvanized base, $5.70.

Barbed Wire, $6.20.

Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.

Prices subject to change without notice.

Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

**Stovepipe Wire.**

| | |
|---|---|
| No. 18 | $ 8 75 |
| No. 19 | 9 25 |

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

**WRENCHES, STILLSON**

| | each |
|---|---|
| 6 inch | $2 00 |
| 8 inch | 2 25 |
| 10 inch | 2 50 |
| 14 inch | 3 50 |
| 18 inch | 5 00 |
| 24 inch | 7 25 |
| 36 inch | 13 50 |

Discount, 50% Canadian pattern; 40% on genuine.

**WRENCHES, CRESCENT,** list plus 10%.

**WRINGERS, CLOTHES**

| | |
|---|---|
| Domestic, No. 531E | $115 00 |
| Dom. Bench, No. 541EB | 174 00 |
| Favorite, No. 511E | 105 00 |
| Favorite, No. 512 | 112 00 |
| Royal Canadian | 94 00 |
| Favorite, No. 514 | 133 00 |
| Ottawa, No. 231E | 105 00 |
| Ottawa Bench, No. 341EB | 162 00 |
| Challenge, No. 311E | 95 00 |
| Warranty | 115 00 |
| Bicycle, 11 in. | 105 00 |
| Eze | 102 00 |
| Rapid | 92 00 |
| Eureka | 64 00 |
| Blue Belle | 115 00 |
| Do., Folding B | 164 00 |
| Rival | 105 00 |
| Model | 91 00 |
| Imperial | 102 00 |

Discounts from above list 30%.

Terms—30 days, less 2 per cent.

Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

# TINKER TOM'S TALKS.

**Tinker Tom Talk No. 324—August 6th.**

**A little series on prominent users.**

**SHEET METAL PRODUCTS OF CANADA, Limited**

Many of the ladies who wear very short skirts these days have two perfectly good reasons for doing so.

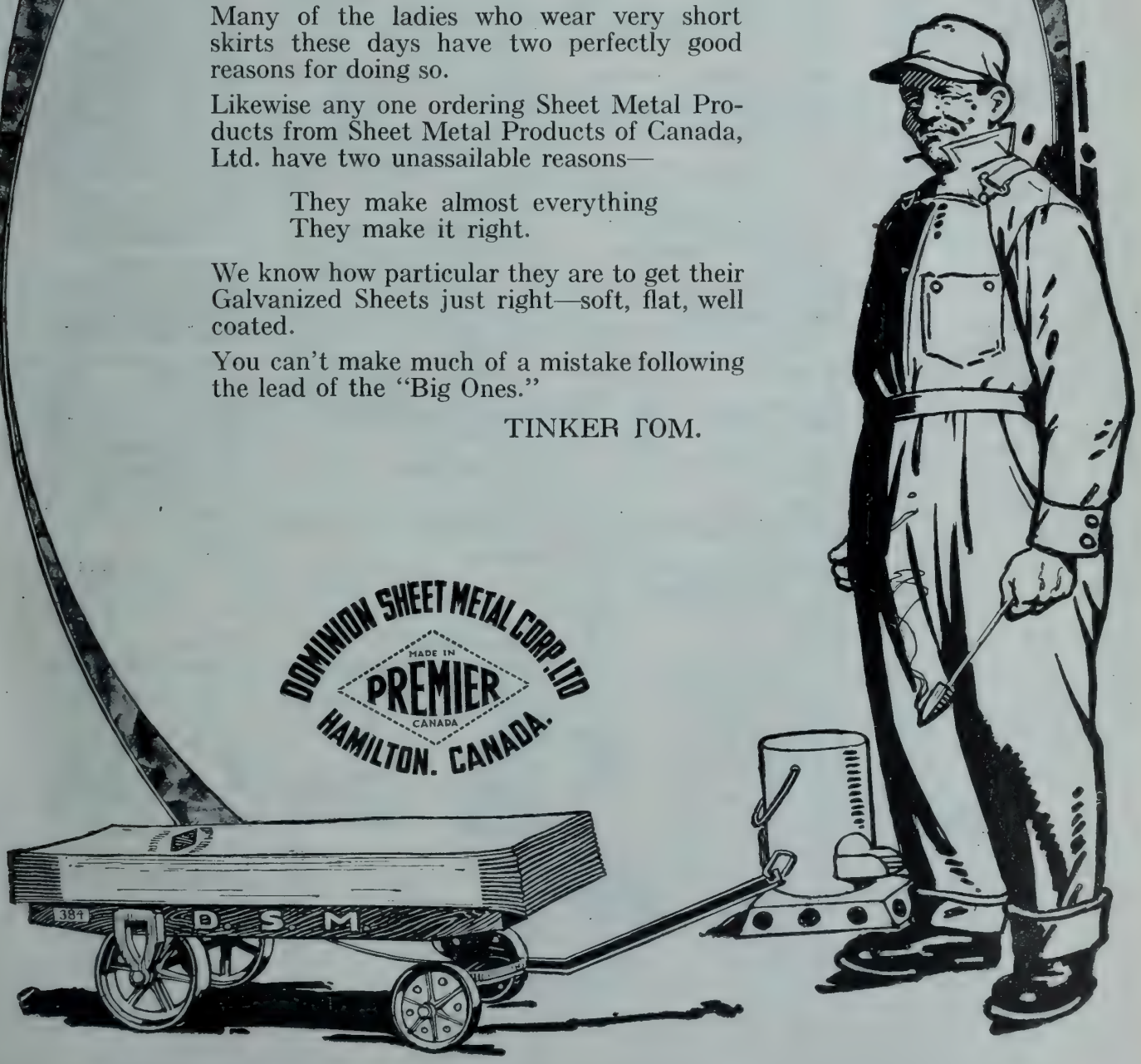
Likewise any one ordering Sheet Metal Products from Sheet Metal Products of Canada, Ltd. have two unassailable reasons—

They make almost everything
They make it right.

We know how particular they are to get their Galvanized Sheets just right—soft, flat, well coated.

You can't make much of a mistake following the lead of the "Big Ones."

TINKER TOM.



# Paints, Oils, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb., bbls. | 10 | 10 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 | 06-09½ |
| Do., pure | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, lb. | 06-09½ |
| Do., pure | 16-18 |
| Imp. green, 100-lb. kegs | 22-23 |
| Chrome green, pure | 50-56 |
| Chrome yellow | 30-45 |
| Brunswick green, 100-lb. keg | 11-14½ |
| Indian red, 100-lb. keg | 15-20 |
| Do., No. 1, 100-lb. keg | ..-07 |
| Lamp black | 32-35 |
| Venetian red, best bright | 06½-09 |
| Do., No. 1 | 03¾-05½ |
| Drop black, pure dry | ..-20 |
| Golden ocre, 100-lb. kegs | ..-09 |
| White ochre, 100-lb. keg | ..-06 |
| Do., barrels | ..-05 |
| Yellow ochre, barrels | 04-05½ |
| French ochre, barrels | ..-10½ |
| Spruce ochre, 100-lb. kegs | 05-08 |
| Can. red oxide, bbls. | 02¾-04½ |
| Super magnetic red | 0 05 |
| Vermillion | 1 00 |
| English vermillion | 2 25 |

F.o.b. Montreal, Toronto.

| COLORS IN OIL, PURE | 1 lb. tins |
|---|---|
| Venetian red | 0 27 |
| Indian red | 0 36 |
| Chrome yellow, pure | 0 70 |
| Golden ochre, pure | 0 35 |
| French spruce ochre, pure | 0 30 |
| Greens, pure | 0 35 |
| Siennas | 0 36 |
| Umbers | 0 36 |
| Ultramarine blue | 0 70 |
| Prussian blue | 1 20 |
| Chinese blue | 1 20 |
| Drop black | 0 42 |
| Ivory black | 0 44 |
| Signwriters' black, pure | 0 48 |
| Lampblack | 0 48 |
| Imperial black, 25-lb. frens. | 0 39 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal |
|---|---|
| Dougall white enamel | $ 7 43 |
| Vitralite | 7 77 |
| Duralite | 5 95 |
| Old Dutch | 6 27 |
| S-H "White" Enamel | 8 00 |
| Martins, White | 7 00 |
| Satinette | 6 23 |
| C.P. Co. Albagloss | 6 30 |
| C.D. Master Painters' | 8 20 |
| Mooramel | 7 00 |
| Sunshine, white | 7 00 |
| Kyanize | 8 00 |
| Solpar | 4 50 |
| Paripan | 9 00 |
| Jasperlac | 5 00 |
| Invincible | 7 60 |
| Hillcrest | 7 00 |
| Amelite A. & E. | 8 40 |
| Adelite, A. & E. | 6 15 |
| Floglaze | 5 00 |

| GLUE | Per lb. |
|---|---|
| English, sheet | 30-32 |
| White pigsfoot | ..-50 |
| Cake bone, 112-lb. bags | 30-32 |
| Hides, 112-lb. bags | 35-40 |
| Ground glues, 112-lb. bags— | |
| English, per lb. | 30-32 |
| Canadian, per lb. | 27-30 |

**GLASS LIST**

| United In. | Star or 16 oz. | Double or 24 oz. |
|---|---|---|
| Up to 25 | $11 00 | $16 40 |
| 26 to 40 | 14 00 | 20 90 |
| 41 to 50 | 15 00 | 23 00 |
| 51 to 60 | 16 00 | 24 00 |
| 61 to 70 | 17 00 | 25 00 |
| 71 to 80 | ..... | 27 00 |
| 81 to 84 | ..... | 34 00 |
| 85 to 90 | ..... | 36 50 |
| 91 to 94 | ..... | 37.25 |
| 95 to 100 | ..... | 43.75 |

Discount box glass—For Montreal glass prices, see other list. Toronto, 50%; London, 50%.
Cut size sheet glass, 70-10% off of November, 1919

**MONTREAL WINDOW GLASS LIST.**
In case lots—June 30th, 1921.

| | Star | D.D. |
|---|---|---|
| Up to 25 | $ 5 50 | $ 9 05 |
| 26 to 40 | 6 95 | 11 40 |
| 41 to 50 | 7 65 | 12 55 |
| 61 to 70 | 8 35 | 13 65 |
| 71 to 80 | 8 80 | 14 40 |
| 81 to 84 | 10 30 | 17 70 |
| 85 to 90 | 10 85 | 18 55 |
| 91 to 95 | | 20 80 |
| 96 to 100 | | 22 60 |

**GLAZIERS' POINTS**
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure | $14 50 | $14 95 |
| Champion, Pure | 14 50 | 14 95 |
| Crown Diamond, pure | 14 50 | 14 95 |
| Green Seal | 14 50 | 14 95 |
| I.V. Perfection | 14 50 | 14 95 |
| Ramsay's Pure | 14 50 | 14 95 |
| Moore's Pure | 14 50 | 14 95 |
| Tiger, Pure | 14 50 | 14 95 |
| O.P.W. Dec. Pure | 14 50 | 14 95 |
| Red Seal | 14 50 | 14 95 |
| O.P.W., English | 14 75 | 15 20 |
| Maple Leaf, pure | 14 50 | 14 95 |
| Elephant Genuine | 15 00 | 15 45 |

B. B. Genuine Lead, less than tons, Montreal, $16.10, Toronto, 16.55.

| LEAD (RED DRY) | Per 100 lbs. |
|---|---|
| Genuine, 560 lb. casks | $13 00 |
| Genuine, 100 lb. casks | 14 00 |
| Less quantity | 15 00 |

F.o.b. Montreal, Toronto.

| Lead (red in oil) | |
|---|---|
| 25s | 0 18 |
| 10s | 0 19 |
| 5s | 0 20 |
| 1s | 0 23 |

F.o.b. Toronto, Montreal, Hamilton

**LINSEED OIL**
For prices see weekly report

**LITHARGE**

| | |
|---|---|
| Casks, per cwt. | $17 00 |
| Smaller quantities, per lb. | 0 20 |

**LIQUID, BRONZING**
Bronzing liquid, No. 1 ..$1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

| MURESCO | Per 100 lbs. White | Tints |
|---|---|---|
| 350-lb. bbls. | $7 15 | $8 25 |
| 200-lbs., half bbls. | 8 00 | 9 10 |
| 100-lbs., kegs | 8 25 | 9 35 |
| Cases 20 5-lb. pkgs. | 8 80 | 9 90 |

F.O.B. Toronto.

**OILS—**

| | |
|---|---|
| Fly, Creonoid— | |
| Barrels, per gal. | 0 65 |
| Half-barrels, per gal. | 0 70 |
| 5s and 10s, per gal. | 0 80 |
| 1s (1 doz.) | 12 00 |
| ½ gal. cans, 1 doz. to case | 9 00 |

**PAINTS, PREPARED**
See weekly report.
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant white | $4 35 |
| Sanitone, white | 3 85 |
| Sanitone, colors | 3 75 |
| C.P. Co., pure, white | 4 45 |
| C.P. Co., pure, colors | 4 10 |
| C.P. floor paint | 3 95 |
| Elephant floor paint | 3 70 |
| Victoria floor paint | 3 40 |
| B.-H. English, colors | 4 10 |
| B.-H. English, white | 4 45 |
| B.-H. Fresconette, white | 3 85 |
| B.-H. Fresconette, colors | 3 75 |
| B.-H. Floor | 3 95 |
| B.-H. Porch Floor | 4 10 |
| Crown Diamond, white | 4 20 |
| Crown Diamond, colors | 3 85 |
| Crown Diamond Floor | 3 70 |
| Crown Diamond, porch | 3 80 |
| Do., Flat Wall Tone, white | 3 85 |
| Do., colors | 3 75 |
| Moore's House Colors, white | 4 35 |
| Do., House Colors, colors | 4 10 |
| Do., Preservo Paint, white | 2 95 |
| Do., colors | 2 85 |
| Do., floor paint | 3 80 |
| Do., Sani-Flat | 3 80 |
| Moore's Porch and Deck Paint | 4 10 |
| I.V. Elastica, white | 3 95 |
| I.V. Elastica, colors | 3 70 |
| I.V. Flatine, int. wall, white | 3 85 |
| I.V. Flatine, int. wall, colors | 3 75 |
| Jamieson's Crown Anchor | 3 85 |
| O.P.W. Canada Brand, white | 4 45 |
| O.P.W. Canada Brand, colors | 4 10 |
| O.P.W. Canada Brand, floor | 3 95 |
| O.P.W. Flat Wall, white | 3 85 |
| O.P.W. Flat Wall, colors | 3 75 |
| Ramsay's Pure, white | 4 30 |
| Ramsay's Pure, colors | 3 95 |
| Ramsay's floor | 3 80 |
| Ramsay's porch | 3 95 |
| Glidden's white | 4 45 |
| Glidden's colors | 4 10 |
| Martin-Senour, 100%, white | 4 45 |
| Martin-Senour, 100%, colors | 4 10 |
| Martin-Senour, Porch Paint | 4 10 |
| Martin-Senour, Neutone, white | 3 85 |
| Martin-Senour, Neutone, colors | 3 75 |
| Martin-Senour, Floor Paint | 3 95 |
| Sherwin-Williams, white | 4 45 |
| Sherwin-Williams, colors | 4 10 |
| Sherwin-Williams, floor | 3 95 |
| Sherwin-Williams, porch paint | 4 10 |
| Flat Tone, white | 3 85 |
| Flat Tone, colors | 3 75 |
| Maple Leaf, white | 4 45 |
| Maple Leaf, colors | 4 10 |
| Maple Leaf, floor | 3 95 |
| Pearcy's Prepared, colors | 3 60 |
| Pearcy's Prepared, white | 4 00 |
| Pearcy's Prepared, floor | 3 30 |
| A. & E. Adelite, white | 4 45 |
| Do., colors | 4 10 |
| Do., Industrial white | 3 50 |

**Barrett Products**

| Everjet Elastic Carbon Paint— | Mont. | Tor. |
|---|---|---|
| Barrels, per gal. | 0 80 | 0 80 |
| Half-barrels, per gal. | 0 85 | 0 85 |
| 5s and 10s, per gal. | 0 95 | 0 95 |
| 1s, per case, doz. | 12 00 | 12 00 |
| Everjet Black Enamel— | | |
| Crates 2 doz., 8 oz. | $1 45 | $1 45 |
| Crates 12 doz., 8 oz. | 1 40 | 1 40 |
| 1-gal. cans, gal | 1 50 | 1 50 |
| 5-10 gal. cans, gal. | 1 35 | 1 35 |
| Barrels-half bbls., gal | 1 25 | 1 25 |
| Carbosota Liquid Creosote Oil— | | |
| Barrels | 0 60 | 0 60 |
| Half barrels | 0 65 | 0 65 |
| 5s and 10s, gal | 0 75 | 0 95 |
| 1s (case 12 gals.) | 8 50 | 9 50 |
| H., T. & A. Co.'s Creosote Oil— | | |
| Barrels | 0 45 | |
| Half-barrels | 0 50 | |
| 5s and 10s | 0 60 | |

F.o.b. Montreal, Toronto.

| PARIS GREEN | 100-lb. lots |
|---|---|
| ½-lb. paper cartons, per lb. | 0 52 |
| 1-lb. paper cartons, per lb. | 0 50 |
| ½-lb. tins, per lb. | 0 54 |
| 1-lb. tins, per lb. | 0 52 |
| 25-lb. tins, per lb. | 0 48 |
| 50 and 100-lb. drums, per lb. | 0 46 |
| 250-lb. kegs, per lb. | 0 44½ |
| 600-lb. barrels, per lb. | 0 44 |

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

**PUTTY**
See Weekly Report.

**ROSIN**
In barrel lots—

| | |
|---|---|
| G., per 100 lbs. | $ 9 50 |
| W.W., per 100 lbs. | 11 00 |

**SHELLAC.**

| | Per Gal. Pure white | | Pure orange | |
|---|---|---|---|---|
| In bbls. | 4 25 | 4 50 | 3 65 | 4 25 |
| Gal. jugs | 4 75 | 5 00 | 4 15 | 4 75 |

F O B Toronto, London, Montreal.

**SHINGLE STAINS**

| | Ord. Colors | Greens |
|---|---|---|
| M.L. Creosot | 1 40 | 1 60 |
| Solignum | 1 25 | 1 60 |
| Martin Senours | 1 40 | 1 60 |
| Elastica | 1 40 | 1 60 |
| Hillcrest | 1 40 | 1 60 |
| "C.D." Shingle Stain | 1 35 | 1 50 |

| TAR | Mont. | Toronto |
|---|---|---|
| Coal Tar, refined | 10 25 | 10 50 |
| Do., crude | 9 00 | 9 25 |

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans | 3 00 |
| B.H. Vanisher | 3 60 |
| Chalco | 3 60 |
| Klensa | 3 60 |
| Cumoff | 3 60 |
| Dougall Lingerwett | 3 60 |
| Takeoff | 3 60 |
| O.P.W. Presto | 3 60 |
| Solvo | 3 60 |
| Varn-off | 3 25 |
| Adelite | 3 60 |

| VARNISHES | Per gal cans |
|---|---|
| B.-H. Floor | 4 80 |
| B.-H. Maritime Spar | 6 00 |
| B.-H. Hard Oil | 3 24 |
| B.-H. Gold Medal | 4 00 |
| Elastilite | 3 85 |
| Granitine Floor Finish | 3 85 |
| Hydrox Spar | 3 95 |
| C.P.C. Sun Varnish | 4 80 |
| C.P.C. Sun Aero Spar | 4 50 |
| C.P.C. Sun Waterproof Floor | [illegible] |
| I.V. Elastica, No. 1 | 5 74 |
| Do., No. 2 | 5 25 |
| Do., Floor | 4 88 |
| Jasperite Interior and Exterior | 3 75 |
| Jasperite Indestructo, floor | 3 75 |
| Jasperite Pale Hard Oil | 2 75 |
| P. & L. No. 61 | 5 06 |
| Jamieson's Copaline | 4 25 |
| M-S Marble-Ite Floor | 4 87 |
| M-S Wood-Var | 4 87 |
| M-S Durable Spar | 5 78 |
| M-S Finest Interior | 5 23 |
| Moorlastic Floor | 4 25 |
| T. 45 Floor | 3 00 |
| Moorvar Interior | 3 25 |
| Moore's Spar | 5 00 |
| Elastic Interior | 3 14 |
| Mar-not | 4 40 |
| Quick Action House | 2 65 |
| Rexspar | 5 64 |
| Sear-Not | 5 13 |
| Solpar, Spar Marine | 6 00 |
| Solpar House Spar | 4 50 |
| Solpar Floor | 4 50 |
| Solpar Interior | 3 50 |
| Kyanize Spar | 5 15 |
| Kyanize Cabinet Rubbing | 4 85 |
| Kyanize Interior and Floor | 4 85 |
| Luxeberry light | 4 75 |
| Luxeberry granite | 4 90 |
| Luxeberry spar | 5 62 |
| Ramsay's Universal | 3 75 |
| Ramsay's Agate Floor | 3 95 |
| Ramsay's 400 Hard Oil | 3 25 |
| Ramsay's, No. 720 | 3 00 |
| Crown Diamond Floor | 4 25 |
| "C.D. Big 4" Exterior | 5 00 |
| "C.D. Big 4" Interior | 4 50 |
| "C.D. Big 4" Floor | 4 40 |
| C. D. General Purpose | 4 15 |
| C. D. Furniture | 2 05 |
| Dougall Univarnish, clear | 4 40 |
| Dougall Transparent, spar | 4 90 |
| Dougall Transparent, floor | 4 40 |
| Copalite | |
| Adelite, No. 103, Floor | 4 56 |
| Adelite, No. 105, Flat | 4 56 |
| Adelite, No. 100, Spar | 6 00 |

F.o.b. Montreal, Toronto.

**WATER PAINTS**

| | |
|---|---|
| Rockface, bbls., 250 lb. | 0 05 |
| Opalite, 300 lb. bbls. | 0 13½ |
| Opalite, 100 lb. kegs | 0 14½ |
| 1 gal. packages, per pkg. | 0 75 |
| ½ gal. package, per pkg. | 0 40 |

**WATER PAINTS** (per 100-lbs.)

| 5-lb. pkgs. | White | Colors |
|---|---|---|
| Decotint | 9 00 | 9 00 |
| Ceralite | 9 50 | 9 50 |
| Perfecto | 8 50 | 9 50 |
| Solpar | 8 80 | 9 90 |
| C. D. Wall Coating, white | 8 75 | |
| Do., colors | 9 25 | |
| A. & E Hygiene Kal. | 0 42 | 0 48 |
| Do. in 100 lb. kegs | 0 09 | .... |
| Do., in 300 lb. bbls | 0 08 | .... |

**WASTE**

| | | | |
|---|---|---|---|
| Cream. Polishing | 0 19½ | | 0 20 |

**WHITE**

| | | | |
|---|---|---|---|
| XXX | 0 18½ | XXX ex. | 0 17 |
| XX. | 0 16½ | XX grad. | 0 16 |
| X | 0 15½ | XLCR | 0 15 |
| XC | 0 14½ | X empire | 0 14 |
| | | X press | 0 13 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 1 | 0 13½ | Fancy | 0 14 |
| No. 1A | 0 11½ | Lion | 0 12½ |
| No. 7 | 0 12½ | Standard | 0 11 |
| No. 1B | 0 10½ | Popular | 0 10 |
| | | Keen | 0 09 |

Above lines subject to trade discount for quantity.

**WAX**

| | |
|---|---|
| B.H. Wax | 0 50 |
| Berry Bros. | 0 70 |
| Imperial Floor Wax | 0 40 |
| Anchor | 0 35 |
| O.P.W. Lion Brand | 0 60 |
| Old English | 0 67 |
| Johnson's | 0 67 |
| Jamieson's liquid wax, gal. | 3 50 |
| Ramsay's | 0 45 |
| Martin-Senours | 0 53 |
| I.V. Wax | 0 50 |
| Sherwin-Williams | 0 60 |
| Solpar | 0 40 |
| Sturgeon French Polish | 0 60 |
| Crown Diamond | 0 45 |
| Hillcrest | 0 45 |
| Plymouth Rock | 0 60 |
| Champion White | 0 50 |

F.o.b. Montreal and Toronto.

**WHITING**

| | |
|---|---|
| Gilders, bolted, in bbls. | 3 25 |

| WOOD ALCOHOL | Per gal |
|---|---|
| In five gallons | $2 75 |
| Methylated Spirits | 1 90-2 56 |

F.o.b. Montreal Toronto London

# GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for one light of Glass or car-lots.

We are receiving quantities of Belgium Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Wire or Phone for Prices*

**Hobbs Manufacturing Company, Limited**

MONTREAL TORONTO LONDON WINNIPEG

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

**Window Glass**

*Also Plate, Figured, Bent, and Ornamental Glass*

RED S

*Stained, Wired, Mirror*

***Order Early***

**The Toronto Plate Glass Importing Co., Limited**

**Don Roadway** **Toronto**


If interested, tear out this page and place with letters to be answered.

# Winnipeg Hardware Quotations

**AMMUNITION**

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

**AMMUNITION, DOMINION**

| | Blk. List | Lesmok List | Smkless List |
|---|---|---|---|
| BB caps | ..... | ..... | $ 7 00 |
| 22 Short | ..... | $10 00 | 10 70 |
| 22 S. Mush. | ..... | ..... | 11 50 |
| 22 Long | ..... | 12 00 | 15 00 |
| 22 L. Mush. | ..... | ..... | 16 00 |
| 22 L.D. do. | ..... | ..... | 18 70 |
| 22 L. Rifle | ..... | 14 00 | 17 50 |
| 25 Short | $23 50 | ..... | ..... |
| 32 Short | 23 50 | ..... | 70 00 |
| 25/20 | ..... | ..... | 70 00 |
| 25 Colt Auto | ..... | ..... | 53 00 |
| 30 Mausey | ..... | ..... | 91 00 |
| 32 S. & W. | ..... | ..... | 42 00 |
| 32 S. Colt | 33 50 | ..... | ..... |
| 32 Colt Auto | ..... | ..... | 63 00 |
| 32/30 | ..... | ..... | 70 00 |
| 38 S. & W. | ..... | ..... | 54 50 |
| 44 G. Getter | ..... | ..... | 66 50 |
| 44/40 | ..... | ..... | 84 00 |
| 455 Target | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross | ..... | ..... | 209 00 |
| 25/35 | ..... | ..... | 125 50 |
| 30/30 | ..... | ..... | 144 50 |
| 303 Savage | ..... | ..... | 144 50 |
| 303 British | ..... | ..... | 190 00 |
| 32/40 | ..... | ..... | 121 50 |
| 32 Special | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. | ..... | ..... | 190 00 |
| 35 Rem. Rim. | ..... | ..... | 159 50 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 38/55 | ..... | ..... | 152 00 |
| 45/70-405 | 133 00 | ..... | ..... |

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

**ANVILS**

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

**AUGER BITS**

Standard List Prices per Dozen.

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices.

Irwin ..... 30% on list

Common ..... 20% on list

**AXES**

| | | |
|---|---|---|
| Single Bit | $15 50 | $19 00 |
| Double Bit | ..... | 24 00 |
| Broad Axes | | 60 00 |

**AXES, BENCH**

| | |
|---|---|
| No. 2 | $ 20 52 |
| No. 3 | 23 10 |
| No. 4 | 25 14 |
| No. 5 | 27 70 |
| No. 6 | 30 80 |

**BAR IRON**

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.70 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.15 base. Rounds over 2¾ in. to 6 in., $6.65 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

**BARS, CROW,** $12.00 per 100 lbs.;

**BELT LACING**

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

**BELTING**

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double" list is just twice the

**BOARD, BEAVER** Per M ft.

1,000 ft. to 5,000 ft..... $51.50

**BOILERS, RANGE**

30-gal., each .....$ 10 00

**BOLTS—**

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

**BORAX** Borax, per lb., 12c.

**BUTTS**

Plated No. 241 Antique Copper and Dull Brass Finish.

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 0 36 |
| 3 x 3 in. | 0 38 |
| 3½ x 3½ | 0 39 |
| 4 x 4 in. | 0 52 |
| 4½ x 4½ | 0 77 |
| 5 x 5 in. | 1 34 |

Wrought Steel—

| | |
|---|---|
| No. 800 | net prices |
| No. 804 | net prices |
| No. 838 | net prices |
| No. 840 | net prices |

**CARPET FELT** Per Roll

| | |
|---|---|
| 16 oz.—50 lbs. | 4 70 |
| 20 oz.—54 lbs. | 5 90 |

**CHAIN**

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

**CHIMNEYS, LAMP**

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

**CHOPPERS, FOOD**

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

**CHURNS**

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

**CLEVISES, MALL.** 21c per lb.

**CLIPPERS, HORSE** Each

| | |
|---|---|
| Stewart, No. 1 | $10 88 |
| Hand, Newmarket | 3 60 |

**CLOCKS—Alarm**

| | Each |
|---|---|
| Big Ben | $3 85 |
| Baby Ben | 3 85 |
| America | 1 80 |
| Sleepmeter | 2 35 |

**CLOTHES LINE WIRE** Doz.

| | |
|---|---|
| 50 foot, 19 g. | $4 40 |
| 100 foot, 19 g. | 7 25 |

**COPPER**

Sheet and planished copper, 60c per lb. Tinned, 75c.

**CORD SASH**

Coils or Hanks.

8, 9, 10 ..... $0 53 lb.

**DRILLS**

See Eastern list.

| | |
|---|---|
| Bit stock discount | 40% |
| Blacksmiths' ½ inch shank | 25% |
| Straight shank | 25% |
| Do., wire | 25% |
| Taper shank | 25% |

**EAVETROUGH**

Eavetrough, per 100 ft., 8 in., $6.53; 10 in., $7.20; 12 in., $8.78; 15 in., $12.15.

Conductor Pipe, 2 in., per 100 ft., $7.65; 3 in., $9.45; 4 in., $12.15; 5 in., $17.10.

**ENAMELWARE**

See Ware.

**FILES**

| | |
|---|---|
| Globe | Discount 50/5% |
| Nicholson Gen. | Discount 30% |

**FITTINGS—Malleable**

| | |
|---|---|
| Class A | 55% |
| Class B and C, off new list. | 65% |
| Bushings | 20% |
| Unions, "Dart"— | |
| ¼ to 2-in. | Net list |
| ⅛, 2½, 3½ and 4-in. | Net list |
| Nipples, 4 in. and under | 40% |

**FRY PANS** Each

| | |
|---|---|
| Cast iron, No. 8 | $1 05 |
| No. 9 | 1 15 |

**GALVANIZED WARE**

See Wares.

**GLASS, WINDOW**

| | Single | Double |
|---|---|---|
| Up to 25-in. | $ 7 50 | .... |
| 26 to 40 in. | 9 22 | 14 18 |
| 41 to 50 in. | 9 98 | 14 86 |
| 51 to 60 in. | 10 30 | 15 82 |
| 61 to 70 in. | 10 70 | 16 42 |

**GLASS (Plate)**

60 per cent.

**GLOBES, LANTERN** Doz

| | |
|---|---|
| Cold Blast | $ 1 50 |
| Short | 1 50 |
| Genuine Ruby | 5 00 |

**GRIDDLES, PANCAKE**

| | |
|---|---|
| Round, No. 1 | $1 05 |
| No. 2 | 1 15 |
| Oblong, No. 8L | 1 10 |
| No. 9L | 1 25 |
| No. 3 | 1 90 |

**GRINDSTONES**

price of "single"

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

**HARVEST TOOLS.** 50% and 10%

**HAMMERS— Adze-Eye, Plain**

| | Doz. |
|---|---|
| No. 0, 1½ lb. | $20 20 |
| No. 1, 1¼ lbs. | 19 05 |
| No. 1½, 1 lb. | 18 95 |
| No. 2, 13 oz. | 18 50 |
| No. 22, 1¼ lbs. | 15 00 |
| No. 21, 1 lb. | 13 65 |

**Bell Face** Doz.

| | |
|---|---|
| No. 61, 1¼ lbs. | $19 05 |
| No. 61½, 1 lb. | 18 95 |
| No. 62, 13 ozs. | 18 50 |
| No. 65, 1¼ lbs. | 15 00 |
| No. 64, 1 lb. | 13 65 |

**HAMMERS, MACHINISTS'** Doz.

| | |
|---|---|
| No. 30 up to and including | |
| No. 1 | $13 85 |
| No. 1½ | 16 15 |
| No. 2 | 18 50 |
| No. 2¼ | 20 20 |

**HAMMERS, MASONS'**

No. 43, 5 lb. and over, $23 per cwt.

**HAMMERS' STRIKING**

Double face, No. 38, 6 lbs., $17.00. per cwt.

**HINGES**—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

**HORSESHOES**

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

**HOSE, GARDEN**

| | 3-ply | Per 100 ft. Multiplied |
|---|---|---|
| ½ in. | $13 00 | $21 00 |
| ⅝ in. | 16 00 | ..... |
| ¾ in. | 17 00 | 28 00 |

**IRON, GALVANIZED**

| | Apollo and "Premier de Lis" |
|---|---|
| 10¾ oz. or 28 Eng. | $9 85 |
| 28 Am. or 26 Eng. | 9 45 |
| 26 Am. or 26 Eng. | 8 95 |
| 24 | 8 80 |
| 22 | 8 80 |
| 18 and 20 | 8 65 |
| 16 | 8 50 |

**IRONS, SAD**

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

| | |
|---|---|
| Mrs. Potts' No. 55, set | $2 85 |
| Mrs. Potts, No. 50, set | 2 70 |

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

**JACKSCREWS**

15% on list.

**KNIVES—HAY**

| | |
|---|---|
| Heath's | $17 50 |
| Lightning | 17 50 |

**LADDERS, STEP**

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

**LADDERS, EXTENSION**

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

**LANTERNS**

Cold Blast

| | |
|---|---|
| No. 2 Japaned | 13 50 |
| No. 2, Coppered | 16 25 |
| No. 2, plain | 12 75 |
| Short Globe, doz. | 12 75 |

**LATCHES—THUMB, STEEL**

| | |
|---|---|
| 102 | $2 40 |
| 103 | 2 45 |
| 104 | 2 85 |
| **Barn Door** | |
| 5 | 3 85 |
| 8 | 4 25 |
| 9 | 6 50 |

**LEAD PIPE,** $12.06.

**LEAD WASTE,** $12.96.

**WHITE LEAD**

Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

**LINSEED OIL**

See weekly report.

**MACHINES—WASHING**

| | |
|---|---|
| Dowswell | $ 9 00 |
| New Century | 16 50 |
| Canadian | 9 00 |

**MATTOCKS**

Pick, $14.25; cutter, $14.25.

**MOPS**

| | |
|---|---|
| O-Cedar, No. 1 | $16 00 |
| O-Cedar, No. 3 | 16 00 |
| Self-wringing | 6 [illegible] |
| Mop Handles | 2 10 |

**MOWERS—LAWN**

| | 12 in. | 14 in. | 16 in |
|---|---|---|---|
| Woodyatt | $ 12 00 | $12 75 | |
| Empress | 14 25 | 15 00 | |
| Daisy | 8 75 | 9 50 | |
| Star | 7 40 | 7 85 | |
| K—3-blade | 9 60 | 10 25 | 10 60 |
| C—4-blade | 10 70 | 11 25 | 11 75 |
| BB—4-bld. | 12 45 | 13 00 | 13 65 |

**NAILS**

Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

**NAILS, HORSE, 25-lb. Box**

| | MRM | Capewell | New Peerless |
|---|---|---|---|
| No. 4 | .... | .... | $7 75 |
| No. 5 | $5 25 | $7 00 | 5 75 |
| No. 6 | 5 00 | 6 75 | 5 50 |
| No. 7 | 4 75 | 6 50 | 5 25 |
| No. 8 | 4 75 | 6 25 | 5 00 |
| No. 9 | 4 00 | 6 00 | 4 75 |

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

# Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

## G. F. Stephens & Co., Limited

*Paint and Varnish Makers*

**Winnipeg** **Calgary** **Edmonton**

# Winnipeg Hardware Quotations—Continued

**NETTING—POULTRY**

| | |
|---|---|
| 1 in. mesh x 24 in. | $6 60 |
| 30 in. | 8 92 |
| 36 in. | 10 50 |

**NUTS**

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

**OAKUM**

| | |
|---|---|
| Clipper, spun, bale 50 lbs. | $11 50 |
| Clipper, unspun, bale, 50 lbs. | .... |
| Plumbers, bale 50 lbs. | 5 00 |

**OILS—**

| | Gallon |
|---|---|
| Kerosene | 0 24½ |
| Gasoline | 0 39 |
| White Rose Gasoline | 0 39 |
| En-ar-co Motor Oil, med. and heavy | 1 15 |
| Do., ext. heavy | 1 25 |
| Black (summer) | 0 32½ |
| Black (winter) | 0 33 |
| Imperial kerosene tractor | 1 35 |
| Capital cylinder | 0 96½ |
| Castor machine | 0 60½ |
| Imperial gas engine | 0 65 |
| Discount 10%. | |
| Polarine | 1 35 |
| Polarine A | 1 45 |
| Polarine heavy | 1 35 |
| Gargoyle Mobile A | 1 33½ |
| Gargoyle Mobile B | 1 93½ |
| Gargoyle Mobile BB | 1 83½ |
| Gargoyle Mobile D and Arctic | 1 53½ |
| Fuel oil | On application |
| Discount 25%. | |
| Wm. Penn Motor, medium | 1 53 |
| Do., heavy | 1 58 |
| French C, medoum | 0 85 |
| French A, heavy | 1 20 |
| Transmission, No. 1 | 0 75 |
| Steam cylinder, No. 650C | 1 10 |
| Volunteer, reg. gas engine | 0 60 |
| Century caster machine | 0 55 |
| Melrose Harvester machine | 0 70 |
| 25% and 10%. | |

**PAINTS, PREPARED**

See weekly report.

(1 gallon can basis)

| | |
|---|---|
| Stephens' white | $4 60 |
| Stephens' colors | 4 25 |
| Stephens' floor | 4 10 |
| Silkstone white | 4 00 |
| Silkstone colors | 3 90 |
| Stephens' barn | 2 85 |
| Stephens' barn, extra color | 2 55 |
| Lion white | 4 60 |
| Lion colors | 4 25 |
| H.D. floor | 4 10 |
| Velvetone white | 4 00 |
| Velvetone tints | 3 90 |
| Ramsay's white | 4 45 |
| Do., colors | 4 10 |
| Dultone, White | 4 00 |
| Do., colors | 3 90 |
| Martin-Senour, white | 4 60 |
| Senour's floor | 4 10 |
| M.S. Neutone, white | 4 00 |
| M.S. Neutone, colors | 3 90 |
| M.S. Red Schoolhouse | 2 50 |
| M.S. Standard Barn | 1 37 |

**PAPER, BUILDING**

| | |
|---|---|
| Dry Fibre, No. 1 | $1 25 |
| Sunrise | 1 00 |
| Anchor, tarred | 1 45 |
| O.K. tarred | 1 45 |
| Tarred Felt | 5 85 |

**PICKS, CLAY**

5-6 lbs., $10.25; 6-7 lb., $11.25 doz.; 7-8 lb., $12.25.

**PIPE, WROUGHT**

Per 100 feet.

| | Blk. | Galv. |
|---|---|---|
| ⅛ in. | $ 5 40 | $ 8 55 |
| ¼ in. | 5 18 | 7 52 |
| ⅜ in. | 5 31 | 7 65 |
| ½ in. | 6 98 | 8 73 |
| ¾ in. | 8 37 | 10 67 |
| 1 in. | 11 97 | 15 39 |
| 1¼ in. | 16 25 | 20 84 |
| 1½ in. | 19 40 | 25 02 |
| 2 in. | 26 10 | 33 53 |
| 2½ in. | 42 35 | 54 32 |
| 3 in. | 55 40 | 71 10 |
| 3½ in. | 73 08 | 91 80 |
| 4 in. | 86 40 | 108 90 |
| 4½ in. | 99 00 | 124 20 |
| 5 in. | 114 30 | 144 90 |
| 6 in. | 147 60 | 187 20 |

**PLASTER PARIS**

Per barrel ..... 6 75- 7 50

**PLATES, CANADA**

18 x 21 per box, blued, $9.75; 18 x 24, blued, $9.75; 20 x 28, blued, $10.00.

**POLISH**

| | Liquid Veneer Doz. | O-Cedar Doz. |
|---|---|---|
| 4-oz. | $ 2 40 | $ 2 40 |
| 12-oz. | 4 80 | 4 80 |
| 1-quart | 10 00 | 12 00 |
| ½-gal. | .... | 20 00 |
| 1-gal. | 28 06 | 28 00 |

**PULLEYS, CLOTHES LINE**

| | Doz. |
|---|---|
| No. 58, jap. 5" wheel | $4 90 |
| No. 158, gal. 5" wheel | 5 10 |

**PUMP OILERS, GENUINE CANNON**

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

**PUMPS**

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

**PUTTY**

| | |
|---|---|
| 100-lb. irons | $6 00 |
| 20-lb. irons, per cwt. | 6 50 |
| 1½ lb. tins | 0 12 |

**RIVETS AND BURRS**

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

**ROPE**

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c.

**SANDPAPER—**

| | B. & A. Quire | B. & A. Ream | Star Quire | Star Ream |
|---|---|---|---|---|
| 00, 0 | $0 41 | $ 7 10 | $0 43 | $ 7 [illegible] |
| ½ | 0 43 | 7 55 | 0 43 | 7 [illegible] |
| 1 | 0 48 | 8 55 | 0 45 | 8 [illegible] |
| 1½ | 0 52 | 9 95 | 0 50 | 9 [illegible] |
| 2 | 0 58 | 11 50 | 0 60 | 11 [illegible] |
| 2½ | 0 75 | 13 25 | 0 80 | 14 65 |
| 3 | 0 85 | 15 10 | 0 90 | 16 70 |

**SASH BALANCES (Caldwell)**

50% on list.

**SAWS, BUCK**

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

**SCREWS**

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cup Screws, 15%.

**SCYTHES—**

| | Doz. |
|---|---|
| Bramble | $..... |
| Bush | 20 50 |
| Excelsior | ..... |
| Cast | 20 00 |

**SHOVELS AND SPADES**

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

**SLEDGES, BLACKSMITHS'**

No. 37, 5 lbs. and over, $20.25 per cwt.

**SNATHS**

| | |
|---|---|
| No. 2 loop | $17 25 |
| Bush | 19 50 |

**STEEL SHEETS, BLACK**

| | |
|---|---|
| 10 gauge | $7 15 |
| 12 gauge | 7 15 |
| 14 gauge | 7 20 |
| 16 gauge | 7 30 |
| 18-20 gauge | 7 80 |
| 22-24 gauge | 7 85 |
| 2½ gauge | 7 90 |
| 28 gauge | 8 15 |

**STANDS**

| | Each |
|---|---|
| Washtub, Reverse Drip | $4 15 |
| Range boiler, 12 in. | 1 50 |

**SWEEPERS — VACUUM**

| | Doz. |
|---|---|
| Grand Rapids, nickeled | $109 00 |
| Household, japanned | 97 00 |
| Superba, nickeled | 123 00 |

**SWEEPERS, TOYS, BISSELL'S**

| | |
|---|---|
| Little Daisy, per gross | 35 00 |
| Little Queen, per gross | 53 00 |

F.O.B. jobbers' warehouses, Winnipeg.

**SOLDER**, per lb., 26 to 27c.

**SPIKES — BOAT**

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

**STAPLES**

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, .... Fort William .... Winnipeg.

**STEEL**

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.70 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.15 base; round over 2¾ in. to 6 in., $6.65 base. Band steel, $5.70 base.

**STEEL HOOPS**

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

**STEEL SQUARES**

10% on list.

**TACKS.** Carpet, 70% off list.

**TIES.** Cow.

**TIN AND TERNE PLATE—**

| | |
|---|---|
| 20 x 28 IC box | $23 75 |
| 20 x 28 I.X. box | 27 00 |
| 20 x 33 I.C. box | 28 50 |
| 20 x 33 I.X. box | 33 50 |
| Terne plates | 24 00 |

**TRAPS, GAME—**

| | Victor Doz. | H. & N. Doz. | Jump Doz. |
|---|---|---|---|
| No. 0 | $2 40 | $.... | $ |
| No. 1 | 2 85 | 5 20 | 3 85 |
| No. 1½ | 4 35 | 7 85 | 5 70 |
| No. 2 | 6 00 | 11 00 | 9 00 |
| No. 3 | 10 15 | 14 70 | 12 30 |

**TUBS—**

| | Wood | Fibre |
|---|---|---|
| No. 0 | $25 55 | $29 55 |
| No. 1 | 22 20 | 24 35 |
| No. 2 | 19 00 | 21 10 |
| No. 3 | 16 80 | 18 00 |

**TURPENTINE**

See weekly report.

**TWINE (WRAPPING)**

| | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 40 |
| Cotton, 3-ply, balls | 0 45 |
| Cotton, 4-ply, cones | 0 43 |
| Cotton, 4-ply, balls | 0 47 |

**VARNISHES—**

| | |
|---|---|
| Stephens' Luminette, gal. | $4 00 |
| Stephens' Exalite, gal. | 4 75 |
| Lion Brand Color Varnish, per gal. | 4 50 |

**WARES, ETC.—**

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

**Tubs—**

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

**WASHERS—**

| Size | Case lots | Less |
|---|---|---|
| 3-16 in. | 15 50 | $16 00 |
| ¼ in. | 13 70 | 14 20 |
| 5-16 in. | 12 90 | 13 40 |
| ⅜ in. | 12 00 | 12 50 |
| 7-16 in. | 11 30 | 11 80 |
| ½ in. | 10 90 | 11 40 |
| 9-16 in. | 10 80 | 11 30 |
| ⅝ in. | 10 70 | 11 20 |
| ¾ in. | 10 60 | 11 10 |
| ⅞ in. | 10 50 | 11 00 |
| 1 in. | 10 50 | 11 00 |
| 1⅛ in. | 10 50 | 11 00 |
| 1¼ in. | 10 70 | 11 20 |
| 1⅜ in. | 10 70 | 11 20 |
| 1 7-16 in. | 10 70 | 11 20 |
| 1½ in. | 10 70 | 11 20 |

**WASTE**

| | |
|---|---|
| Cream, polishing | 0 24½ |

**WHITE**

| | |
|---|---|
| XXX Extra | $0 21 |
| XX Grand | 0 20 |
| XLCR | 0 19 |
| X Empire | 0 17½ |
| X Press | 0 16 |

**COLORED**

| | |
|---|---|
| Fancy | $0 17½ |
| Lion | 0 16 |
| Standard | 0 14½ |
| Popular J | 0 13 |
| Keen | 0 11½ |

Above lines subject to trade discount for quantity.

| WEIGHTS, SASH | Per 100 lbs |
|---|---|
| Sectional | $7 50 |
| Solid | 7 00 |

**WELL WHEELS**

| | Doz. |
|---|---|
| Cast, covered, 8 in. | $11 60 |
| Cast, plain, 10 in. | 15 60 |
| 12 in. | 18 85 |
| 14 in | 24 00 |

**WHEELBARROWS**

| | Each |
|---|---|
| U. S. | $ 6 60 |
| General purpose | 7 90 |
| Stone | 13 75 |
| Navvy, doz. | 105 00 |

**WIRE — BARB**

Lyman, 4-point, $4.90, Winnipeg; Glidden Cattle, 2-pt., $4.70 Winnipeg; Baker, 2-pt., $4.60 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls, $3.50 per 100 sq. feet.

**WIRE — PLAIN**

Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c

**WIRE — ANNEALED**

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

**WRENCHES — NUT**

Agricultural—

| | |
|---|---|
| 6-inch | $ 9 00 |
| 8-inch | 10 80 |
| 10-inch | 12 60 |
| 12-inch | 16 20 |
| 15-inch | 21 60 |

Perfect Handle—

| | |
|---|---|
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | ..... |
| 12 inch | ..... |
| 15 inch | ..... |
| 18 inch | ..... |

**WRENCHES—PIPE**

Trimo—30% off list.

Stillson—30% off list.

| Always Ready | — Dozen — Black | N. P |
|---|---|---|
| No. 1 | $4 60 | $ 5 00 |
| No. 2 | 6 30 | 6 75 |

**WRINGERS, CLOTHES**

| | Doz |
|---|---|
| Universal | $49 50 |
| New Eze | 76 50 |
| Regent | 69 00 |

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Here is a popular high-grade all-cast type furnace in which you will be able to interest your customers without difficulty. You can assure them that a Williamson Pipeless Furnace will give all we say it does and eliminate the inconveniences so much to be feared by the careful purchaser.

# The Williamson Pipeless Furnace

has been devised to meet the demand that the popularity of this type of furnace has created and developed throughout the country

## Gives

Clean, even, adequate heat. Healthful, properly humidified air.

Efficiency and economy.

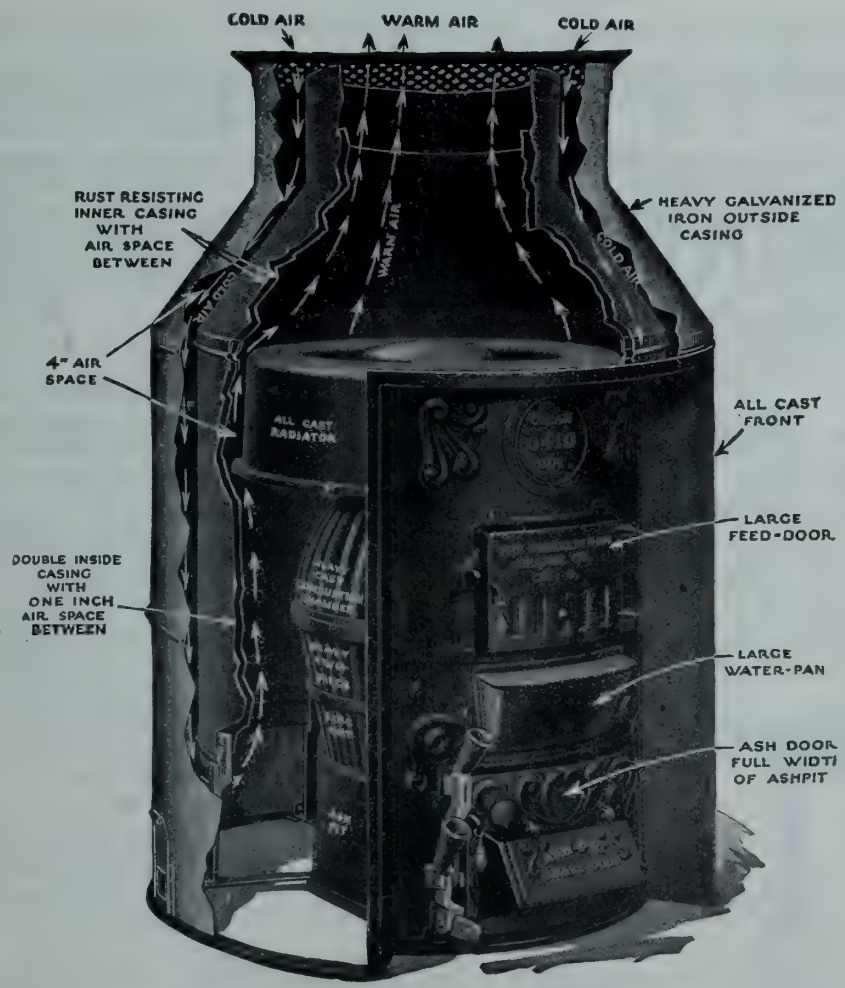
The fire in the cellar and warm air in the rooms above.

A cellar that is just right in space and temperature.

A clean, roomy house.

A safe heating plant, all heated parts surrounded by a jacket of cold air.

A guaranteed product, a sound investment.




Every Williamson Pipeless Furnace sold means a satisfied customer
Write today for complete information and prices

## Eliminates

The kind of heat that on a cold day freezes one side of the house and roasts the other.

High Temperature dry air—the best conductor of sickness.

Big fuel bills and cold homes.

The fire in the house and the heat out the chimney.

A cellar crowded with pipes and a cellar either freezing or too hot.

Space - taking stoves and grates with soot, ashes and coal dust all over.

The constant menace to a home and children from fire.

The worry and chance of a losing proposition.

# The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested, tear out this page and place with letters to be answered.

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60′
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

| HEXAGON BARS | | MACHINE STEEL | |
|---|---|---|---|
| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

## GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY, LIMITED

WINNIPEG, MANITOBA

# The Dodson All-Steel Hame Strap

Examine the Dodson All Steel Hame Strap. Notice the flat link chain which works as smoothly and adjusts as easily as a leather strap.

Note the smoothly turning roller over which the flat chain runs, and the broad strong, snap tongue with protected spring, which holds the adjustment securely and quickly.

**The Dodson All-Steel Hame Strap**

The Dodson All Steel Hame Strap is the only flat-link hame fastener made. Is the Dodson in your stock?

Sold successfully for 20 years.

## Niagara Metal Stamping Corporation

NIAGARA FALLS, N.Y.

Division M

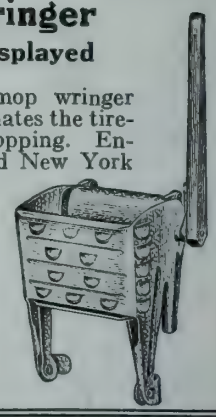
Makers of the Premax Line of Hardware Specialties.

Western Canadian Representative, Mr. D. A. McDonald
141 Bannatyne Ave., Winnipeg, Man.

## The White Mop Wringer

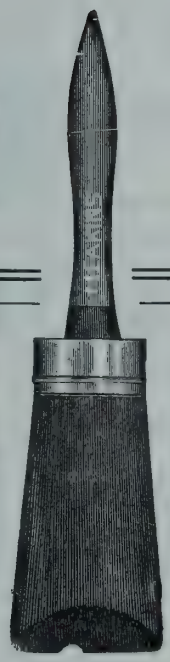
**Sells Itself Wherever Displayed**

A practical, durable, powerfnl mop wringer that squeezes the mop dry. Eliminates the tiresome and disagreeable part of mopping. Endorsed by Good Housekeeping and New York Tribune Institutes. A welcome help to every housewife and janitor. Thousands in use; lasts for many years. Your jobber's salesman will take your order. Write for circular illustrating full line.



White Mop Wringer Co.
of Canada

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



# Meakins Brushes

## Stimulate Brush Sales

Like other good articles that satisfy, the presence on display of Meakins Brushes always stimulates sales.

Many prospects, entering your store for general purchases, are reminded of their paint-brush needs by a well planned and interesting display of Meakins Brushes.

Every sale of paint or varnish is a 'related' sale that naturally suggests brush purchases, and brush purchases often suggest a paint sale. Meakins Brushes displayed will help business in many ways. Keep them working.

*Ask for a Meakins Catalogue*

## Meakins & Sons Limited
## Hamilton, Ont.

*Warehouses:*

**Winnipeg London Toronto**
**Montreal Vancouver**

**Pilkington Bros., Calgary, Alta.**

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**

492 Wellington St. W., Toronto

In design and construction it is the best torch of this type on the market to-day.

**Detroit Torch**

*Takes Little Space*

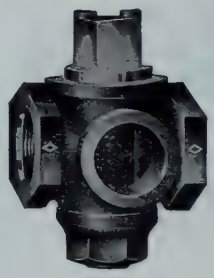
Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on bottom of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

**Detroit Torch & Mfg. Co.**

Detroit, Michigan

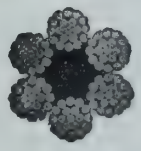
**Fittings Limited**

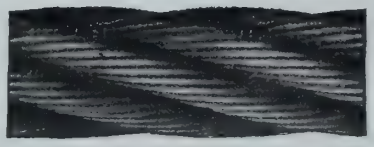


*Manufacturers of Malleable and Cast Iron Pipe Fittings*

**Oshawa**

**WIRE ROPE AND FITTINGS**





OF ALL CONSTRUCTIONS

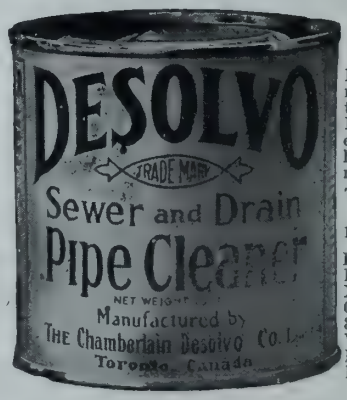
The demand is steady. Are you getting your share of this business? We co-operate with you.

*Have you a copy of our Catalogue?*

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

**CANADA WIRE & IRON GOODS CO.**

HAMILTON




**It is Efficient and Satisfies Customers**

Desolvo sells so well because it has made good. The old buyers continue to buy it and new ones begin. It clears clogged and frozen pipes so easily and satisfactorily that big hotels, offices, etc. repeat orders regularly.

THE CHAMBERLAIN DESOLVO COMPANY

109 CHURCH ST., TORONTO.

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario Representative: L.F. Mayne, 875 Trafalgar St., London, Ont.
Western Canada Representatives: N. D. McPhail & Co., 1329 Standard Bank Bldg. Vancouver, B.C.

**G. W. METALS**

are superior

Manufacturers of the famous

XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

*Write or Wire Your Enquiries*

**Great Western Smelting & Refining Co.**

Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.

A. G. Low Co., Saskatoon, Sask.

**JOSEPH RODGERS & SONS** LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

**CUTLERY**

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

**James Hutton & Company**

MONTREAL

# TWEED SANITARY CLOSETS will find a ready sale

Our No. 1 Tweed Sanitary Closet with mahogany finished seat and lid with nickel-plated hinges. Every Tweed is built on similar lines and guaranteed to give satisfactory service.

**These Tweed Sanitary Closets will find ready customers among farmers, suburban dwellers, or any class of people who live in a locality without city conveniences, and it is among these people that you can do a profitable business.**

**The Tweed is simple to install, absolutely dependable sanitary and inoffensive, and can be used in any room in the house. The Special Tweed Chemical used in connection with the closet destroys all trace of odor. No plumbing of any description is needed. The Tweed solves the problem of putting city conveniences into country houses at a fraction of the cost.**

**Let us tell you more about the Tweed as a selling proposition. Write us for price lists and literature describing Tweed Sanitary Closets, Tweed Baths and other home conveniences manufactured by us.**

**The Steel Trough & Machine Co.**
LIMITED
TWEED - - - ONTARIO

# NAILS WIRE BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS

## STRAIGHTENED RODS

## COPPERED AND TINNED WIRE

**Are You a User? Did You Read This Ad.? If So, Ask for Prices.**

**THE GRAHAM NAIL WORKS**
**Operated by the CANADA METAL CO., Ltd.**
**TORONTO**

**An Axe is as Strong as its Handle**

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

# You Can Depend On Prompt Shipments

We couldn't afford to advertise this claim before the whole hardware trade of Canada unless we had all the facilities to make it good.

We have the stocks, we have the storage space, and the shipping facilities. If you want your orders filled promptly, rder from—

**Thos. Birkett & Son Co.**
LIMITED
*Shelf and Heavy Wholesale Hardware*
Ottawa, Canada

*Write for Catalog*

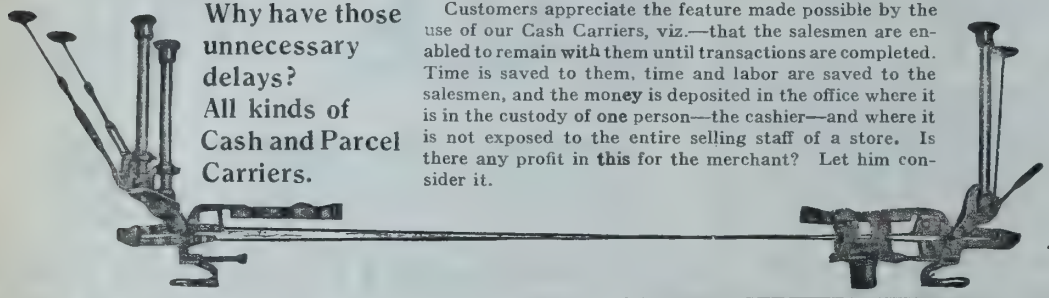
# Order Northland Skis

## Now for Next Season. Prices Are Down

**New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.**

**Northland Ski Mfg. Co.**

**St. Paul, Minn.**



Why have those unnecessary delays? All kinds of Cash and Parcel Carriers.

Customers appreciate the feature made possible by the use of our Cash Carriers, viz.—that the salesmen are enabled to remain with them until transactions are completed. Time is saved to them, time and labor are saved to the salesmen, and the money is deposited in the office where it is in the custody of one person—the cashier—and where it is not exposed to the entire selling staff of a store. Is there any profit in this for the merchant? Let him consider it.

**Gipe-Hazard Store Service Co. Ltd.**

113 Sumach St.
TORONTO, ONT.

# "The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and a aligning feature.

It is recognized as the "PREMIER."

**Chicago Spring Butt Company.**

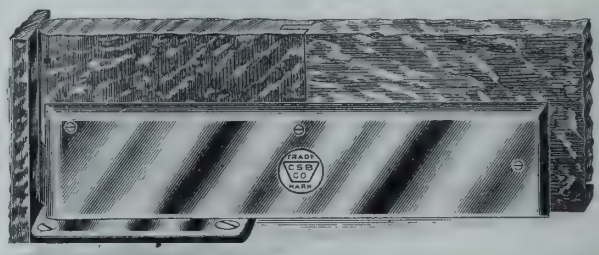
CHICAGO NEW YORK

Send for Catalogue M36

TRADE **CHICAGO** MARK

TRADE CSB CO MARK

**SPRING HINGES**



# KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all holder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

**CHICAGO SOLDER COMPANY**

4225 Wrightwood Ave. Chicago, U.S.A.

# "CROWN" METAL SHINGLES

## Securely Locked On All Four Sides

"Crown" Lock-All-Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder exposed nails, or anything that permits deterioration through the action of natural elements.

For details and information on any sheet-metal problem write—

**Mc Farlane-Douglas Co., Limited**

**Ottawa, Canada.**

# WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

**IRON AND STEEL**

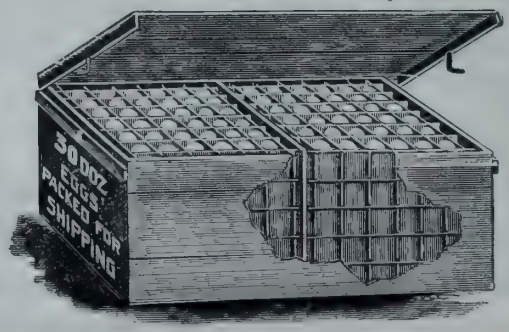
**HEAVY HARDWARE**

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

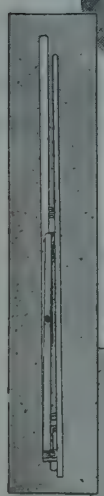
WE SHIP PROMPTLY

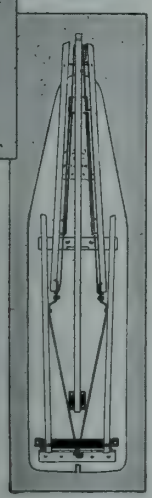
# THE MILLER BROS. CO., LIMITED




**Manufacturers of**

**White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.**





*Note how compactly the Rid-Jid folds up—only 2½" thick. You can store it or carry it anywhere, easily and conveniently.*

# *No Wabble! No Sway!*

EVERY woman is a likely customer for the Rid-Jid Ironing Table! Be sure that she can buy from you!

Just as the back-breaking method of washing clothes over a tub has given way to the efficient electric washer, and the old-fashioned flat-iron been replaced by the modern electric or gas iron—so can every woman discard her old, wabbly, rickety ironing board and possess a Rid-Jid. For the Rid-Jid Ironing Table is as steady as the Rock of Gibraltar! It is built like a bridge, on the cantilever principle. Although very light in weight, the Rid-Jid is so constructed that it simply can not sway nor creep with the pressure and motion of ironing.

A petticoat or skirt may be slipped full-length over the Rid-Jid because of its open end construction. And when the woman is finished ironing, she can fold it up very compactly and stow it away into a closet where it takes up practically no room.

There's a mighty good margin of profit in selling Rid-Jid ironing tables. Write us for further information and terms.

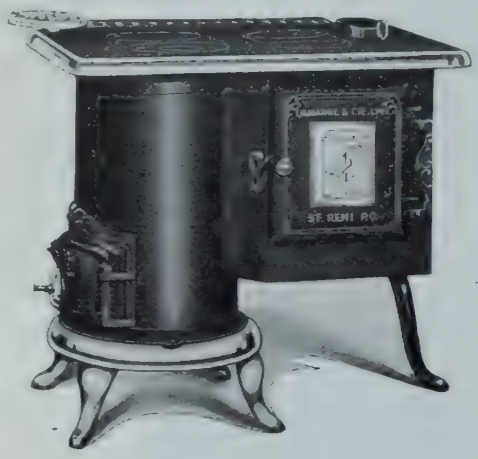
RID-JID OF CANADA, Ingersoll, Ontario

**RID-JID open end, folding IRONING TABLE**

MANUFACTURED UNDER CANADIAN LETTERS PATENT No. 169321

THE manufacture of Heaters is a secondary line with most of the Stove Founders. They make it only to complete their assortment.

Most of their best attention is devoted to their more valuable lines of Cooks and Ranges, and it is only reasonable.



But you need "SERVICE" for any kind of goods you handle. Then, why do you not get your supply at one of "THE GREATEST HOME" of HEATERS? THIS IS OUR SPECIALTY.

*Look up our ad. in the coming ANNUAL FALL NUMBER of HARDWARE and METAL.*

## Lamarre & Co., Limited

**St. Remi, Quebec.**

# THE CREDIT MAN

of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulations.

**If interested, tear out this page and place with letters to be answered.**

sizes for 12 and 30 dozen egg crates.

# STERLING TWINES

Made of

**FLAX, JUTE, HEMP, COTTON, YUCATAN**

Manufactured by

**The J. R. Sterling Twine Company Limited**
**Walkerton, Ontario**

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

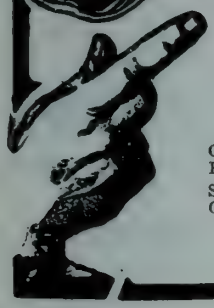
"Send us a trial order."

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

# GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
**LAMPBLACK**
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

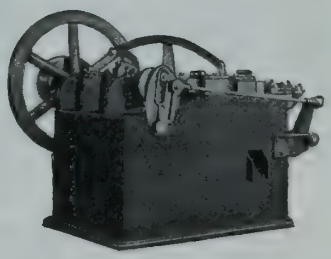
# *Make Nails! — Not Noise!!*

These new and improved

**UNIVERSAL WIRE NAIL MACHINES**

are fast, smooth, and quiet running

*No cams or gears*



*Ask for Bulletins 375, 350, 351*

**SLEEPER HARTLEY, INC.**
WORCESTER, MASS.

# Stove

All sizes of Clear Mica in stock for immediate shipment.

**Price List on Application.**

Mica Electrical Insulation of Every Kind.

**Mica Company of Canada, Ltd.**
**P.O. Box 156, Hull, Que.**

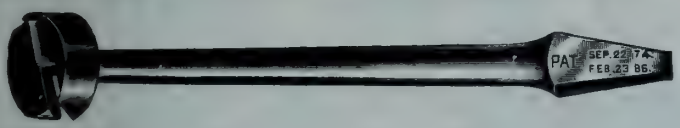
# Mica

# PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

**Sanderson-Harold Company, Ltd.**
PARIS, ONTARIO




**THE PROGRESSIVE MANUFACTURING CO.**
**Torrington, Conn., U.S.A.**

# FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

# When Writing to Advertisers Kindly Mention this Paper.

If interested, tear out this page and place with letters to be answered.

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2¼ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## SITUATIONS WANTED

SITUATION WANTED — POSITION AS Hardware clerk in Saskatchewan preferred. 12 years' experience, best references. Apply 1079 3rd N.W., Moose Jaw, Sask.

SITUATIONS WANTED — FIRST CLASS Sheet Metal Worker and Tinsmith, fully capable of taking charge of shop. Good at figuring and estimating. Would like to hear of position as foreman or would rent good shop. Box 154, Hardware and Metal.

## HELP WANTED

HELP WANTED—WANTED IMMEDIATEly experienced Hardware Salesman, for Retail Store. Box 261 Hardware & Metal.

WHOLESALE HARDWARE TRAVELLERS for Toronto and District, connection preferred by a Toronto wholesale hardware firm. Apply at once giving references. Box 259 Hardware and Metal.

WANTED POSITION IN TORONTO BY hardware clerk, 27 years of age with seven years' retail hardware experience and last two years auto accessories on a large scale. Box 262 Hardware & Metal.

## WANTED

BUY, RENT OR OPEN SHEET METAL AND Plumbing shop in Saskatchewan or Manitoba. Give particulars Box 263 Hardware & Metal.

## FOR SALE

FOR SALE—POLARINE AND MOBILE ARtic and E Oils for sale cheap. Prowse, Beaumaris, Muskoka.

FOR SALE—IN A GOOD TOWN AND COMmunity Brooklin, Ont. Stock Eight thousand can be reduced to Five. Uriah Jones.

FOR SALE—HARDWARE BUSINESS IN central Saskatchewan. Stock Twelve Thousand. Turnover Forty Thousand. Box 260 Hardware & Metal.

FOR SALE—MONARCH SIMPLEX MELTing Furnace for Copper, Brass, Bronze, Aluminum, Ferro Silicon, Ferro Maganese, Gold, Silver, etc. Will use oil or gas fuel. Practically new. For particulars, apply, Burrows Refining Co Ltd., 629 Wellington St., Ottawa, Ont.

FOR SALE—NEW 8FT. CORNICE BRAKE. Buffalo double truss. Will brake 14 gauge. For sale cheap for cash. Box 155, Hardware and Metal.

## MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

*Advertisements on this page*
*2 cents a word*
*payable in advance*

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

**If interested, tear out this page and place with letters to be answered.**

sizes for 12 and 30 dozen egg crates.

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

## Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

Retail Prices
Single Spiral Colored Bands . . . $1.00 for 100
Ribbon Bands Colored . . . . . $1.65 for 100
Challenge Adjustable Bands . . . .90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
RIDEAU SPECIALTY CO.
MANUFACTURERS, SMITHS FALLS, ONT.

## DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

*Curtain Rods, Household Fixtures, Bathroom Fittings.*

Newell Mfg. Co. Ltd., Prescott, Ont.

## "Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

## STERLING

**Hack Saw Blades and Machines**

*Manufactured by*

**Diamond Saw & Stamping Works**
BUFFALO, N.Y.

## Have you any small needs?

## Do you want to sell anything?

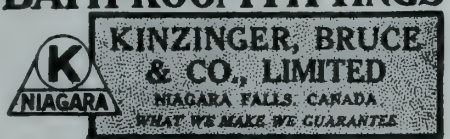
If so, advertise on this page and watch results.

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

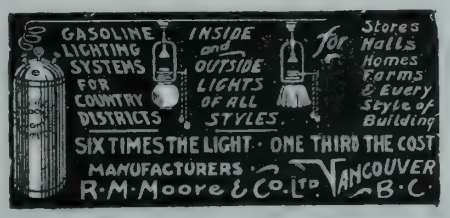
**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

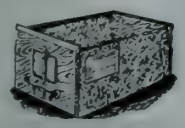
## BATH ROOM FITTINGS




## AUTO ACCESSORIES

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.



## Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*

**Cameron & Co.**
74 Logan Ave. Toronto, Ont.

Advertising in Hardware & Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

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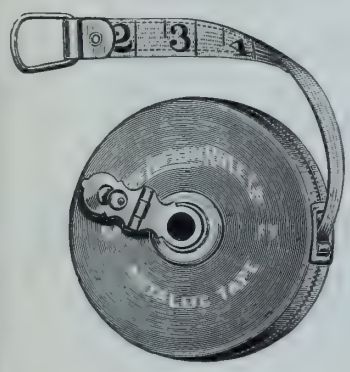

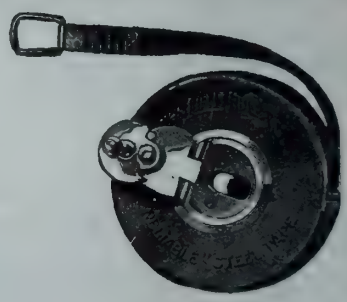

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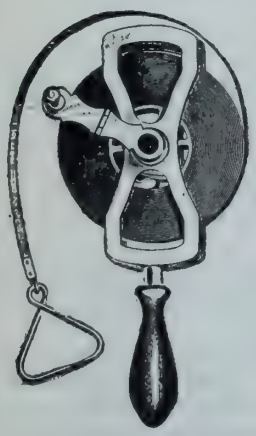
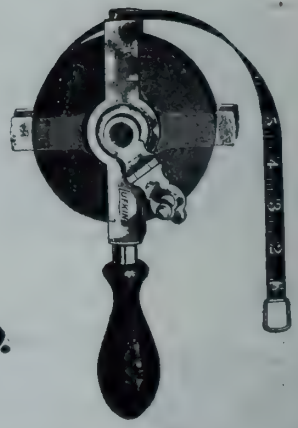
Quality and Assortment Unequalled

Made in Canada
Stocked by Your Jobber

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

# HAMMER PROFITS

There is something more than a cash profit in every Pexto Hammer you sell.

The unusual quality, adaptability, long life and beautiful finish guarantee a satisfaction and approval that will return a good will profit of considerable value.

They are forged from special steel and tempered to an extreme toughness. The handles, which are shaped to fit the hand, are made from selected second growth white hickory.

Pexto Hammers are the result of expert workmanship, unusual care and inspection from beginning to end.

The finish, style and balance are all that is expected in a Pexto tool. The line is complete and covers practically every style of hammer in common use.

Pexto Hammers are guaranteed and stay sold

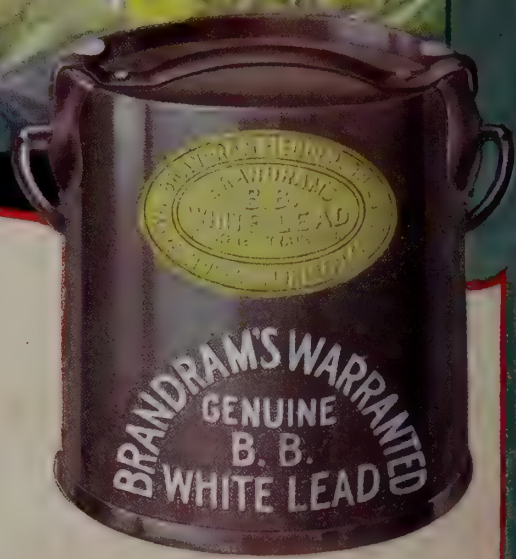
**Pexto**
**Worth While Tools**

# The Peck, Stow & Wilcox Co.,

## Cleveland, Ohio

1810 1921 1729 1850

# "We, also, used it."




Two centuries of unassailed supremacy is the proud heritage of Brandrams Genuine B. B. White Lead. Down through succeeding generations, in every corner of the civilized world where painters ply their trade, it has been recognized as the one standard for quality. The ancient formula employed by Brandram in 1729 and handed down to us is in use to-day, and is the secret of the unapproachable smoothness and great covering capacity which characterizes our product.

In spite of all modern inventions it is still the finest White Lead in the world and it forms the base of our famous B-H "English" Paint.

*Write for our Agency Proposition*

Save the surface and you save all"- Paint & Varnish

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Published Every Saturday Since 1888

# Hardware and Metal

Vol. XXXIII. No. 33

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: WOODSTOCK, CANADA

AUGUST 13, 1921

## Display Your Wisdom With the Ruberoid Trademark

You can have no better salesman than displays featuring Ruberoid Weatherproofing Products.

The reputation of The Ruberoid Co. Limited—backed by a manufacturing experience of forty years—is an enviable one. Business comes to the distributor of these products, for, where Ruberoid is sold, there come the people who are in search of a roofing upon which they can depend.

These window displays—Ruberoid Man cut-out, signs, model house—are but a part of the co-operation extended Ruberoid Dealers by The Ruberoid Co., Limited. Booklets, folders, circulars, national advertising and newspaper campaigns bring business to the dealer who displays his wisdom in hanging out the Ruberoid sign and using the many other dealer helps of The Ruberoid Co., Limited.

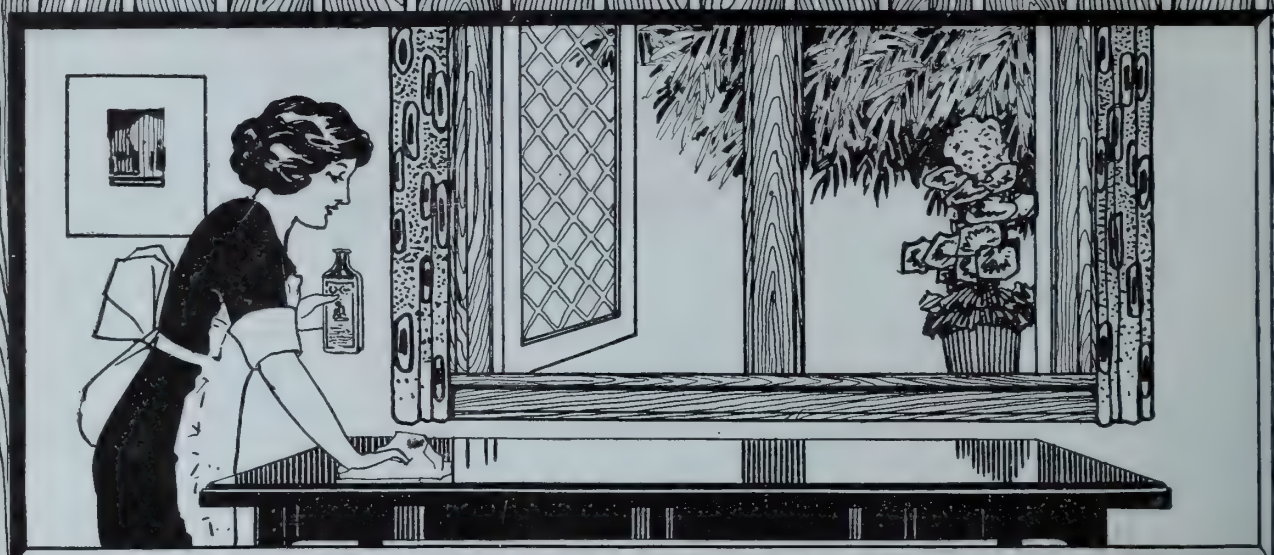
The high and uniform quality and unfailing dependability of Ruberoid Weatherproofing Products makes each sale a testimonial. There is no better test than actual service. Complaints are eliminated; repeat orders assured; a reputation as a dealer in building materials of the highest quality is yours if you stock with the sign of the Ruberoid Man.

We are always glad to give you information about the advantages of being a Ruberoid Distributor. Our Merchandising Plan protects the dealer by eliminating competition. Write for it *today*.

THE RUBEROID CO. LIMITED
FORMERLY THE STANDARD PAINT COMPANY OF CANADA, LIMITED

52 VICTORIA SQUARE, Montreal

Winnipeg Toronto Vancouver Highlands



# PROFIT

Cut prices on ordinary staples may build a big *volume* of business.
But
Your business must depend for its real growth and real profit, on

# QUALITY GOODS

which can be sold at a fair profit per sale and show goodly annual turn-over. That is the big advantage of *O-Cedar Polish and O-Cedar Polish Mop.* They maintain steady consumer demand -- and your customers are content to pay the full purchase price for such quality products.

## RETAIL SELLING PRICES

O-Cedar Polish
In Bottles 30c and 60c
In Tins $1.50 to $3.50

O-Cedar Polish Mop
Small Size $1.25
Large $2.00

**CHANNELL LIMITED**
**TORONTO**

# O-Cedar Polish

# SAMSON ROOFING

## Supplied in three weights

| | | | | |
|---|---|---|---|---|
| MEDIUM, | weighing | approximately | 42 | pounds per roll |
| HEAVY | „ | „ | 52 | „ |
| EXTRA HEAVY | „ | „ | 62 | „ |

An increase of approximately seven pounds over the usual standard.

*FULLY GUARANTEED*

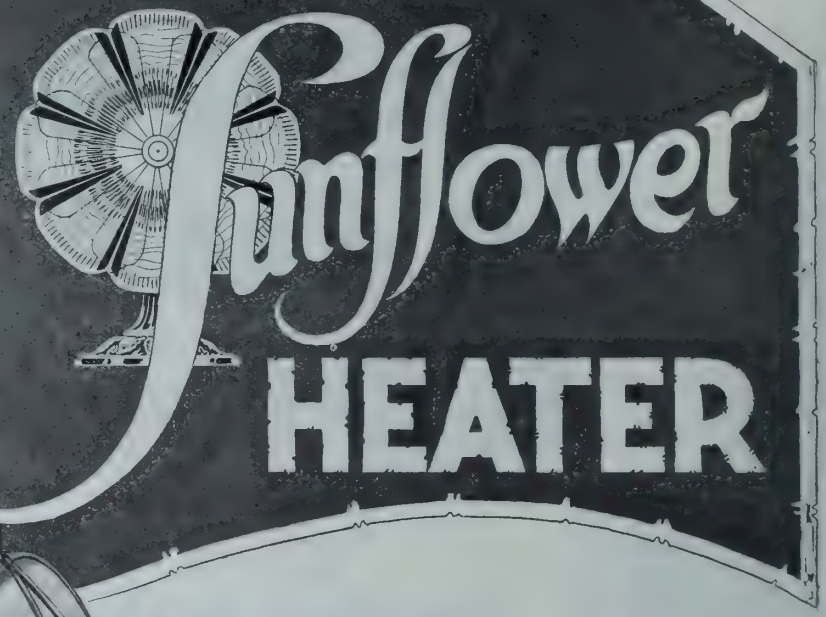
## H. S. HOWLAND, SONS & CO. LIMITED

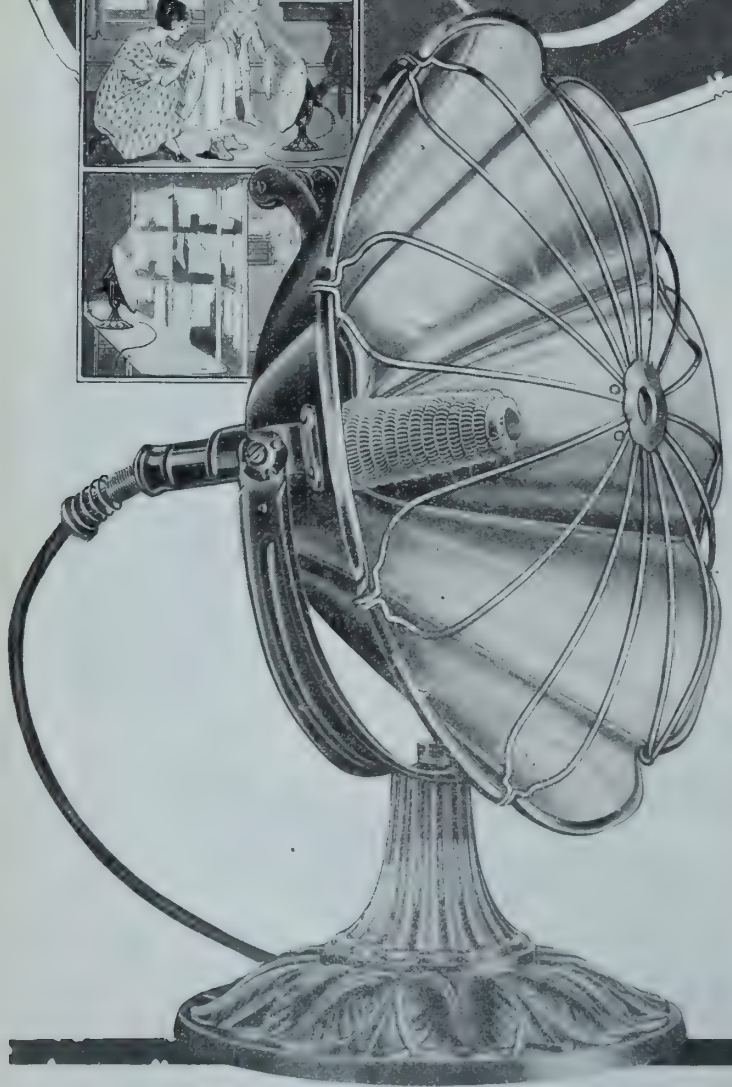
WHOLESALE HARDWARE

TORONTO

If interested, tear out this page and place with letters to be answered.

# UNIVERSAL



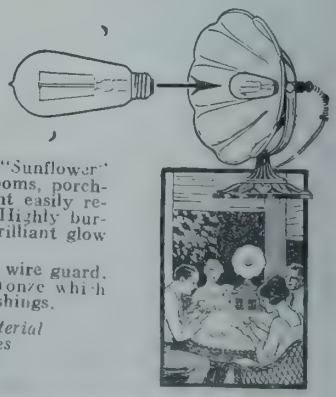



## Have Your Stock Ready For Early Fall Sales

Early days of fall are the best of all for starting sales of the UNIVERSAL Sunflower. With the first sign of frost will come demand for quick clean, portable heat. Buyers have set a higher standard in electric heaters. No hideous looking contraption will do in the well-appointed home.

The UNIVERSAL Sunflower is handsome beyond comparison with any other make. It looks class and delivers service at its best. Stock it now, display it soon. On demonstration the "Sunflower" will speak for itself in warm, glowing terms.

### Heat For All Places Light For Many Uses



When not used for heating, the "Sunflower" provides convenient light for rooms, porches, yards, etc. Heating element easily removed to insert lamp bulb. Highly burnished copper reflector casts brilliant glow resembling huge sunflower.

Cool Handle. Strong, shapely wire guard. Finished in rich Florentine Bronze which harmonizes with all home furnishings.

*Write for advertising material to start your Fall Sales*

## LANDERS, FRARY & CLARK, New Britain, Conn.

If interested, tear out this page and place with letters to be answered.

# Hatch

## Garage Door Outfits

Exceptionally easy to apply and have full directions packed with each set. Slamming or sagging of doors is impossible; nor can snow and ice interfere with their working easily and reliably.

The Hatch Garage Door Outfit is rich in selling points and easily closes the sales. Its performance is so reliable and satisfactory to the user that sales of Hatch Garage Door Outfits lead to more future sales and permanent business.

The Hardware Dealer in Garage Hardware has a splendid outlook for the future, as the use of motor cars continues to increase.

## Canada Steel Goods Co., Limited

**Hamilton, Canada**

Special Swivel Door Rollers.

22 Feet of Track.

3 Paris Special Garage Door Hinges.

3 Stay Rollers (floor guides).

2 Extra heavy Garage Door Handles.

1 Safety Hasp (for fastening doors outside).

1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

# A NEW SERVICE IN THE ACCESSORY FIELD

THE Nicholson Sales and Service Company have taken over the automobile accessory business of Walker-Vallance, Limited, of Hamilton, Canada.

One hundred percent. service will be the watchword of the new organization. Nothing but automobile accessories will be handled and the business will be exclusively wholesale. While a comprehensive stock of all accessories of merit will be carried, the policy of the new company will be to specialize in the leader in each line. In this way, dealers are sure of obtaining articles in greatest demand and shelf-warmers are eliminated.

***Your business will be appreciated***

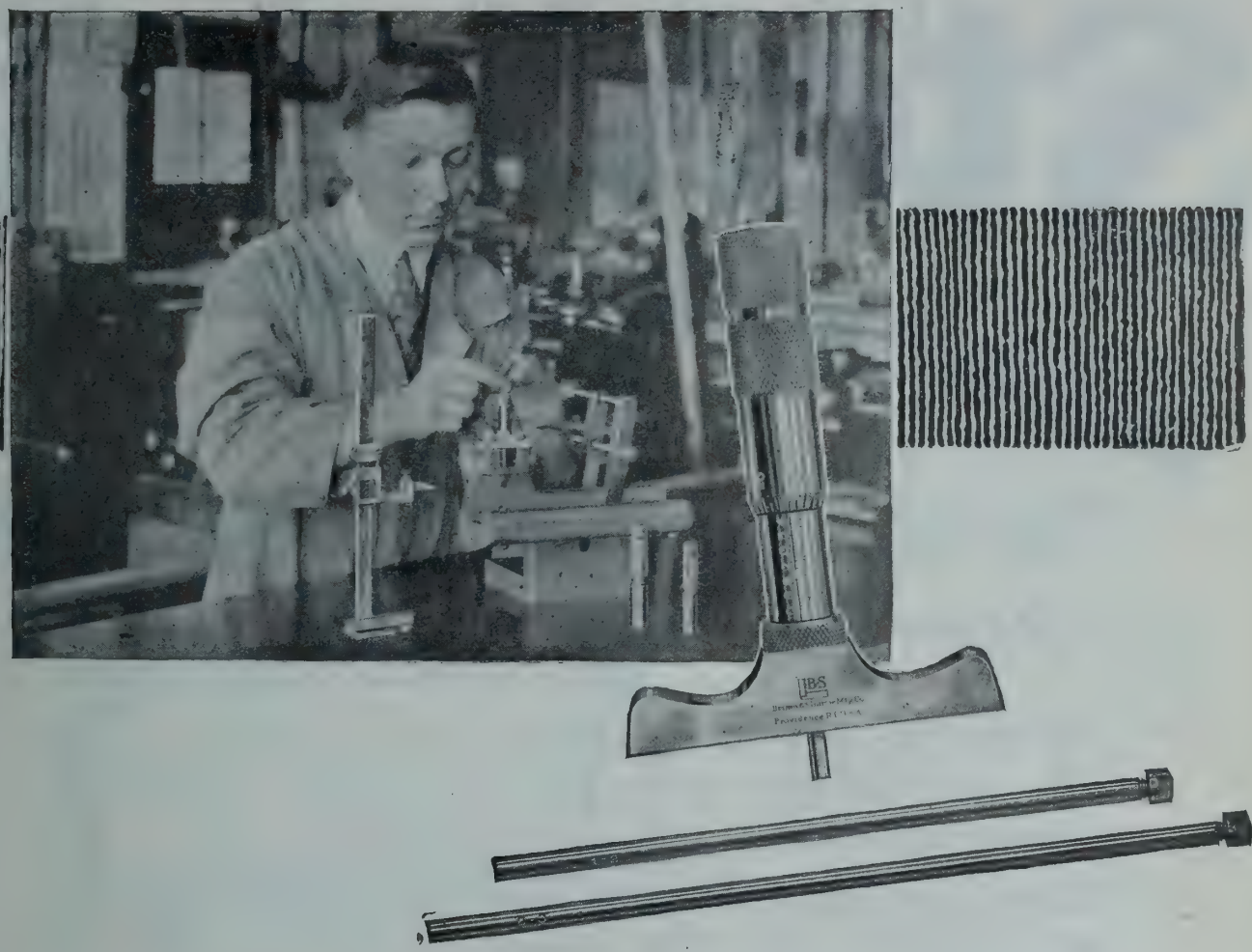
HERMAN NICOLSON
Proprietor

## NICOLSON SALES and SERVICE CO.

131 KING STREET W.

HAMILTON ONTARIO

If interested, tear out this page and place with letters to be answered.



# A NEW TOOL—

## BROWN & SHARPE MICROMETER DEPTH GAUGE No. 607

This new tool is of a design which appeals at once to mechanics and toolmakers. Its positive adjustments and handiness of operation are points they will appreciate. Measures from 0 to 3" by thousandths of an inch.

The prestige that Brown and Sharpe Products hold with their users is reflected in the prestige and trade accorded to dealers who sell Brown and Sharpe Machinists' Tools. These fine tools build good will---that means trade and profit.

**Catalog No. 28 lists the complete line—over 1,000 varieties of Machinists' Tools---for every mechanical need.**

BROWN & SHARPE MFG. CO.

**PROVIDENCE, R. I., U. S. A.**

**If interested tear out this page and place with letters to be answered.**

Hitting the Bullseye Since 1864

# Stevens

*No. 335*
*12- and 16-Gauge Hammerless*
*Double Barrel Shotgun.*

# *There's Business This Fall For The Stevens Dealer*

THE Stevens No. 335 Double Barrel Hammerless Shotgun gives the live dealer a great chance this year.

Here is a gun that combines good appearance, serviceability and good shooting qualities, ***at a moderate price.***

We are telling your customers just that in our August advertising. We're telling them more---that old H.C.L. can't cheat them out of this Fall's shooting as long as there is a Stevens.

Because the Stevens line, from the smallest .22 Boy's Rifle on up to the sturdy man-sized Shotgun is built to give value received.

And that means business for the Stevens dealer.

## J. STEVENS ARMS COMPANY

CHICOPEE FALLS, MASS.

Executive and Export Offices: 50 CHURCH STREET, NEW YORK

*Owned and Operated by*

SAVAGE ARMS CORPORATION, NEW YORK

# Rifles - Shotguns - Pistols

If interested, tear out this page and place with letters to be answered.

# WESTINGHOUSE

## Type MH Electric Range

*The Retailer's Best Seller*

will be this latest WESTINGHOUSE product.

An Electric Range, the result of long experience in range building.

*See Special Features*

**Ask for Catalogue 8D-1.**

## SPECIAL FEATURES

Cast iron cooking top with special Parkerized finish, will not scratch or mar readily.

Black baked japan finish with nickeled trimmings makes a neat and attractive range, prolongs its life, and is rust resisting.

All circuits are individually fused. Fuses and switches mounted in a box under the cooking top.

Fuses covered by a hinged door.

All switches have a rotating pointer which travels over a switch plate stamped with white markings "Off" "High" "Medium" and "Low".

All switches are double pole, a new feature.

All switches are 20 ampere rating.

All heating units are removable.

Oven racks, glides and heat shields are removable, a distinctive Westinghouse feature.

Oven heating units—Top unit of 800 watts capacity used for browning only. Bottom unit is 2000 watts capacity and is used for baking, roasting and broiling.

Wiring of thermometer on Semi-Automatic range is carried through the door hinges. No wiring to change should door or thermometer be replaced.

Terminal box provided for conduit or open wire connection to service wires.

Connector body located on side of heater box for plugging in an iron, toaster or other electrical appliance.

## Canadian Westinghouse Co., Limited, Hamilton, Ont.

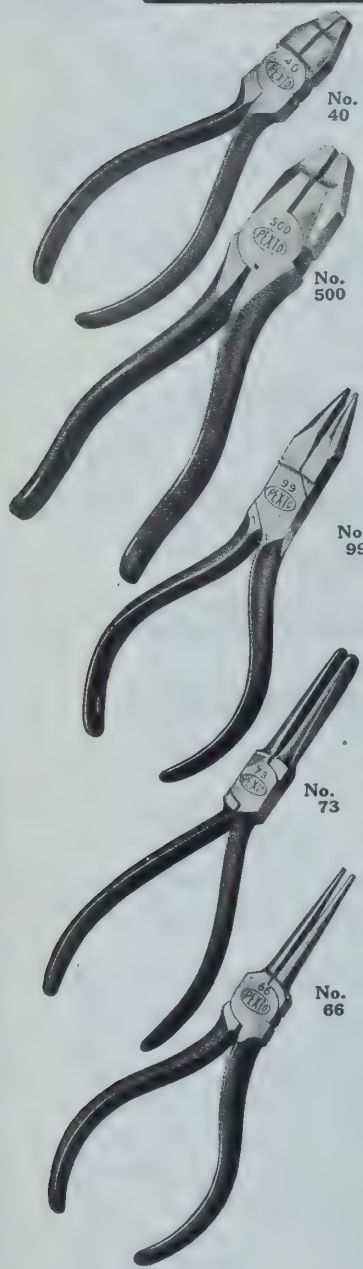
TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—10 St. Sophie Lane
TORONTO—366 Adelaide St. W.

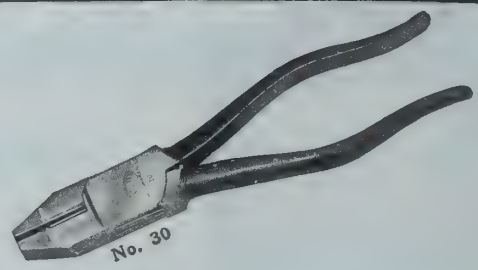
MONTREAL—285 Beaver Hall Hill
FT. WILLIAM—Cuthbertson Block
VANCOUVER—Bank of Ottawa Bldg.

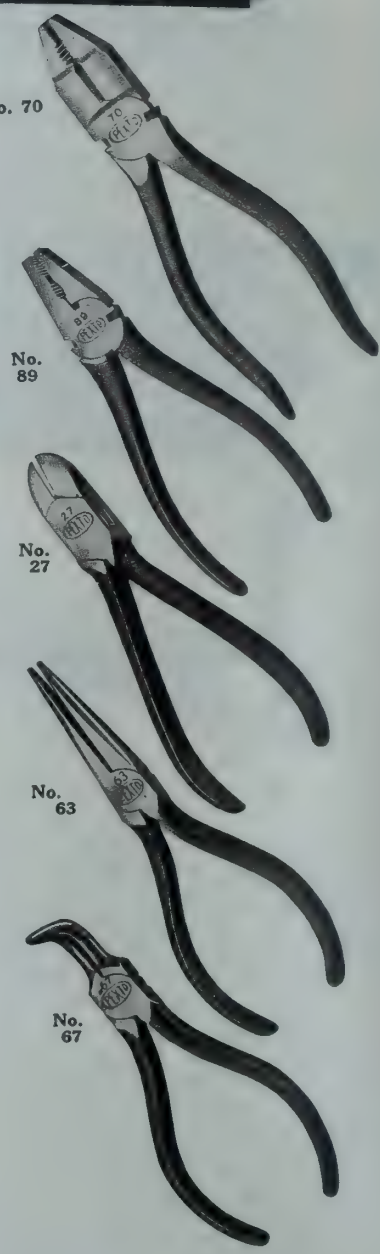
**Repair Shops:**
VANCOUVER—1090 Mainland St.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

# PEXTO GUARANTEED PLIERS




## A Few of the Sixty Styles

From the famous No. 30-Star Rivet-Box Joint Plier down through line of sixty styles of Box-Lap-and-Slip-Joint Pliers there is a plier for every purpose and every type of workman.

The automobilist, the electrician, the machinist and handy man will find one or more pliers suited to his individual needs. PEXTO quality and PEXTO service is built into each and every plier from the forge shop to final inspection, and the durable, attractive finish makes them the easiest plier to sell.

We would like to tell you about our Silent Salesman for PEXTO Pliers.

A 32-page booklet illustrating and describing the entire line will be mailed on request, or we will be glad to imprint a supply for our dealers.

They are indeed Worth While Tools.

PEXTO

WORTH WHILE TOOLS

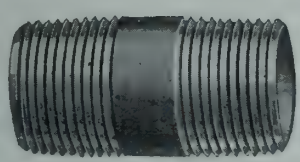
**THE PECK, STOW & WILCOX CO.**

**Southington, Connecticut, U.S.A.**

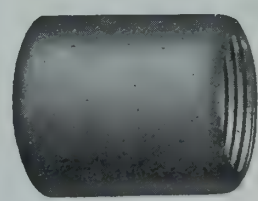
# WROUGHT PIPE

## COUPLINGS and NIPPLES

Each length of our



## M.R.M. PIPE



is tested to withstand a pressure of 700 pounds per square inch

— BLACK or GALVANIZED —

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

# Think of all the many jobs Columbia Batteries do—

Ring doorbells
Buzz Buzzers
Ignite gas engines
Furnish Ignition for Fords when starting

Give current for Ford headlights and tail lights
Provide ignition and lighting for motor boats
Fire blasts

Run toys
Light tents and outbuildings
Make telephones talk up

## Think of all the Columbia Batteries that are needed NOW to do these jobs! This is the biggest Columbia month of the year. New users and old users force sales up to the peak. Demand this year will be heavier than ever before!

Do two things now to get your share of Columbia profits: Make your store say to every customer, every passer-by "Here's the Columbia Battery you want!" In other words, feature Columbias prominently in your windows and about your store.

Secondly—order enough stock of Columbia "Hot Shot" Batteries, Columbia "Multiples" (waterproof), No. 6's and Bell Ringers to meet every customer's needs.

**CANADIAN NATIONAL CARBON COMPANY, LIMITED**
**TORONTO AND WINNIPEG**

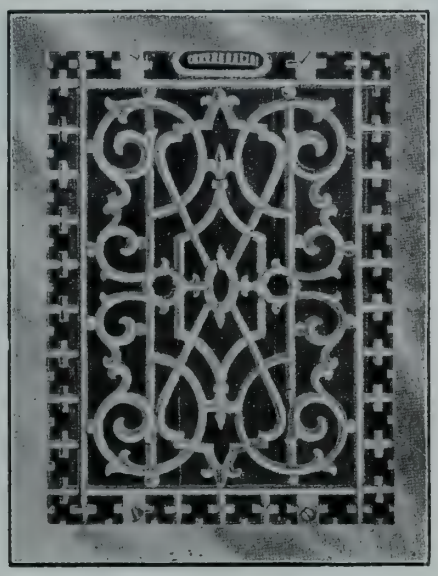
# Columbia Dry Batteries
***—they last longer***

*Make the most NOW of the demand that necessity and advertising create!*

1232143

CANADA
FOUNDRIES & FORGINGS
LIMITED

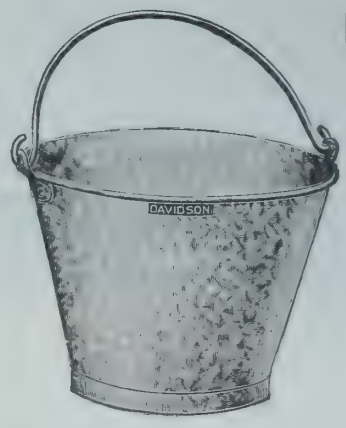
RIDICULOUS
REGISTER REDUCTIONS



FOR PRESENT STOCK ONLY

JAMES SMART PLANT
BROCKVILLE, CANADA

# Galvanized Pails and Wash-Tubs

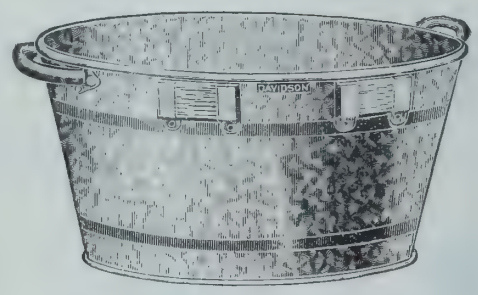



We want to draw your attention to the quality of these Davidson Pails and Wash-tubs. The special hot process in which they are galvanized ensures superiority and a durability which are the outstanding characteristics of these lines. All seams are thoroughly well filled to avoid moisture collection, which rusts and corrodes.

Wash-tubs are fitted with wringer attachment and strong handles and can be had in four different sizes.

The pails are of a strong, serviceable weight and can be absolutely relied upon for all ordinary purposes.

*The Davidson trade mark denotes quality*

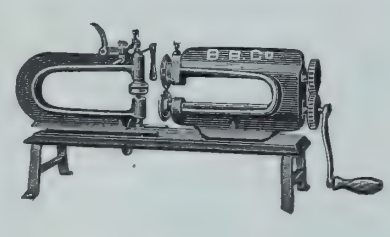



*The Thos Davidson Mfg Co Limited*

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

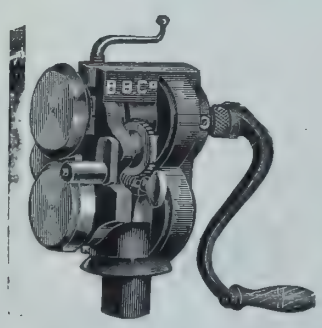
**DAVIDSON**






# Analyze Your Shop!

Are you getting all that your shop should produce? If you have one machine that is out-of-date and is failing to produce as much as an efficient, up-to-date Brown Boggs machine will produce, you have a serious leak where dimes and dollars are dribbling away from you every minute, hour, day and year. If the loss on the inefficient machine is only ten cents an hour your loss on your annual net profit amounts to hundreds of dollars. Analyze! Send for a catalogue and see if you are getting what you should.



Brake

**The Brown, Boggs Company, Limited**
HAMILTON ONTARIO

MANUFACTURERS OF
Tinsmiths' and Heavy Sheet Metal Working Machinery,
Canning and Evaporating Machinery.

# B.S.A. FIREARM "SAFETIPASTE"

TRADE MARKS B.S.A.

Retails in Collapsible Tubes, size as illustrated.

B.S.A. Firearms Safetipaste

## Something Every "Shooter" Needs

*And buys when it's explained*

Every man who owns or uses a gun, rifle or revolver hates the unending struggle against the chemical action of modern, high-power, nitro-powder ammunition. When the firearm is used, carefully cleaned and put away it will be rusted the next day. This corrosion nuisance is the bane of modern shooters.

B.S.A. Safetipaste ends this trouble. A little Safetipaste on a flannelette patch run through the bore prevents all trouble from chemical action. The rifle may be put away with perfect safety and cleaned later, or it may be thoroughly cleaned at once. In either case a film of Safetipaste left in the bore protects the steel, and the lands of a rifled weapon from the ravages of the powder.

You can sell Safetipaste to every customer who uses firearms.

Retails in tubes, as illustrated, and also in ½ lb., 1 lb., and 5 lb. tins. Don't miss these sales and the good-will of the delighted "Shooters." Many of them already know Safetipaste and want it.

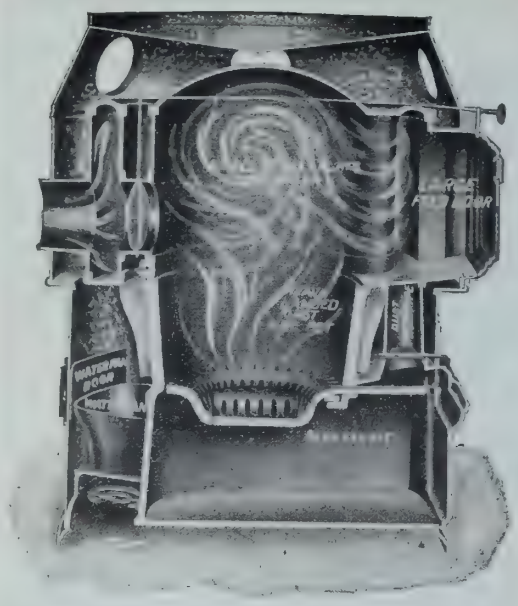
*In Stock at Montreal*

**The Birmingham Small Arms Company, Limited, England**

## FRASER COMPANY

**10 Hospital Street Montreal, Canada**

**Production Equipment Co., Union Square, New York**



# NEW IDEA WARM AIR FURNACE

The furnace that enables you to give your customers a heating unit that entirely fulfils every demand. It thoroughly heats every part of the house with pure, dry, warm air. The New Idea Warm Air Furnace is exceptionally well made, and is guaranteed. Economical in fuel consumption.

An extra large ash pit prevents ashes from banking up and burning out grates.

Fire pot, one piece, guaranteed for five years, with deep flanges, adds one-third more heating surface—an advantage where quick heating is required.

The New Idea Warm Air Furnace offers dealers an opportunity to build up a sound, profitable furnace business. Write for full particulars and prices.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER WINNIPEG MONTREAL

Factory Travelling Representative for Quebec Province, Mr. Charles Nicoll, 614 Aylmer St., Montreal, Quebec.
Special Quebec Representatives: Montreal Supply Co., Limited, 16 Craig St. W., Montreal, Quebec.
Samples of Souvenir Stoves and Ranges and New Idea furnaces on display and carried in stock.
Vancouver Representative: 1073 Hamilton St., Vancouver, B.C.
Winnipeg Representative: 134½ Higgins Ave., Winnipeg, Man.

The "NATIONAL" Line
OF
GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited
Montmagny, Quebec

# Don't Carry Large Stocks

You don't need to, in the case of our five brands of files.

They sell easily and quickly, because they are known everywhere as standard tools; and you can always restock quickly from your jobber. We carry large reserves to enable you to do this.

Easy sales, quick turnover, steady profits, no capital tied up—when you handle these brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

## *FILES AND RASPS*

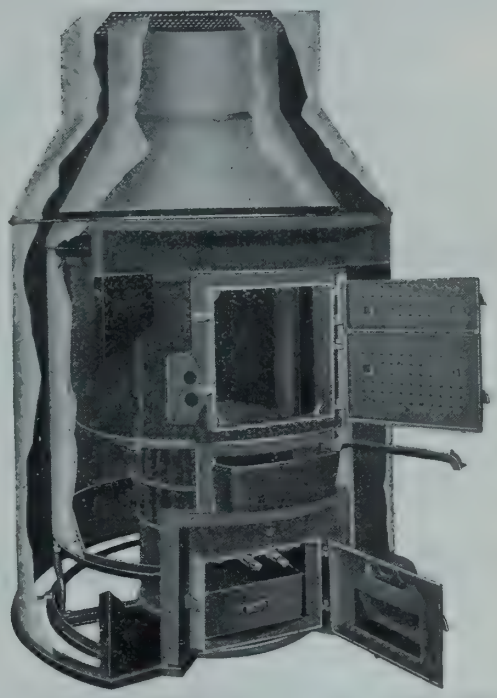
We carry large reserves, so you can restock quickly from your jobber.

Made in Canada by:

## Nicholson File Company

PORT HOPE - ONTARIO

# PIPE and PIPELESS FURNACES



The insistent demand by the consumer for the PIPELESS FURNACE and the undeniable fact that in certain types of houses and when correctly installed it has given remarkable results, opens up a rich field of possibilities for the ready acceptance of the "Happy Thought Pipeless Furnace." Linked together with the "Happy Thought" Ranges, its name carries with it the positive guarantee of complete satisfaction. It produces a favorable impression, carries conviction and sells easier. Its standard construction of sturdy materials give assurance of life-time service.

The wonderful record of service given by our regular type of Furnace completes a line of Warm Air Furnaces that creates and stimulates business for the progressive dealer. These Furnaces include the Reliance, Garnet and Leader.

We also have the powerful Leader Combination warm air and hot water Furnace—a heating plant for special heating requirements.

Our new Bungalow Furnace is now being offered. Your knowledge of modern requirements will satisfy you that this Furnace will fill a real need. Of medium size and somewhat lighter build, it is specially adaptable for the Bungalow or Cottage.

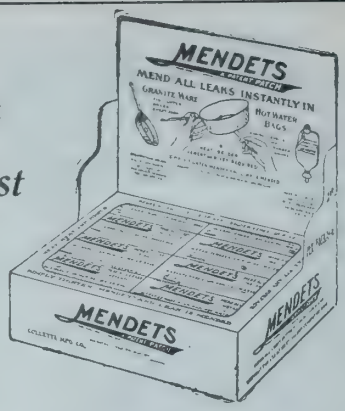
On a moderate outlay a thoroughly up-to-date heating plant can be installed.

We are prepared to furnish you with specified data on any of these lines. Write us.

## The Happy Thought Foundry Co. Limited

Brantford - Canada

*Go on With a Twist*




*Sell With a Bang*

## Displays That Make Sales

A Mendets display case stood upon your counter will make your cash register bulge. Displayed where customers can readily see them, they sell themselves—impressing the customers with their money and utensil-saving qualities.

Mendets are used in the home for mending pots, pans, rubber goods, etc. Have given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.

**Collette Mfg. Company**
**Collingwood, Ontario**

*Your Jobber has them*

M&S

## "The Plug with the Hotter Spark"

The ball point of the "M & S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high grade chemically glazed porcelains are interchangeable — one porcelain fits all plugs.

**Dealers—The "M & S" plug is standard equipment on the Overland "4". Ask your jobber for them.**

**Russell Gear & Machine Co.**
**Limited**
**1209 King Street West, Toronto**
**MADE IN CANADA** 31

# TRIMO

## THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

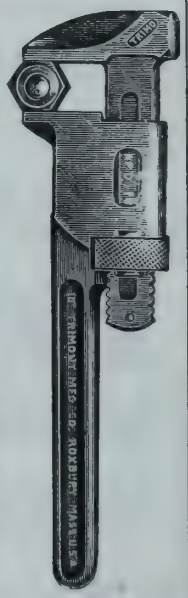
The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench — Nut Wrench

**TRIMONT MFG. COMPANY**
**ROXBURY (BOSTON), MASS.**
***MANUFACTURERS***

# UNIMECO

MADE IN CANADA

# WROUGHT WASHERS

## Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

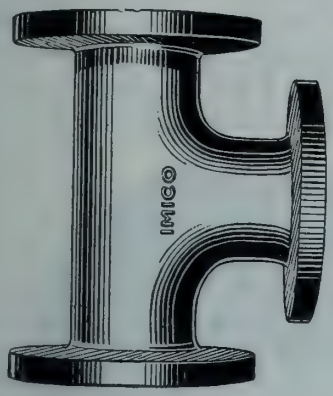
"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

# They're 'On The Map'

## MM Brand Pipe Fittings

We are also equipped to make the general run of malleable and grey iron castings for manufacturers of machinery, agricultural implements, automobiles, and specialties.




Our cast iron fittings are made with iron of high tensile strength, properly proportioned, and correctly tapped. Our malleable fittings are made of Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads. We can supply both screwed and flange fittings, either black or galvanized.

**International Malleable Iron Co., Limited**

**Guelph, Ontario, Canada**

# Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

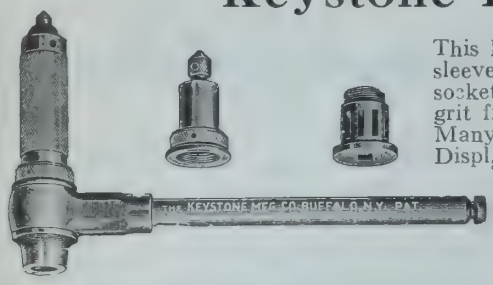
**James Morrison Brass Mfg. Company**
LIMITED

**93-97 Adelaide Street West TORONTO, ONT.**

# Holds a Record For Good Sales

## Keystone Reversible Ratchet

Combination No. 200




This handy, convenient combination consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Many hardware men in various localities have proven it to be the best seller. Display it. Keep it before your customers. There is nothing like the reminder of a need to make sales.

**The Keystone Mfg. Company**
**Postal Station "B" Buffalo, NY.**

# Are You Ready for More Business?

Are you ready to meet the increased demand from your customers this spring, for

**TRADE MARK Ventiplex PADS**

These soft, sanitary, durable pads are becoming more popular every year, in fact there is no pad that can equal Ventiplex for real all-round value and service.

Ventiplex Pads need only to be shown to be sold. Be sure your stock is complete.

Write now for prices and particulars to

**The Burlington Windsor Blanket Company, Limited**

**Toronto - Ontario**

# Equator Heaters

**Are Sold and Stay Sold at a Price Consistent with the Times.**

**THE EQUATOR MFG. CO., LTD.**
**HAMILTON - Canada**

# PINK'S LUMBERING TOOLS

**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

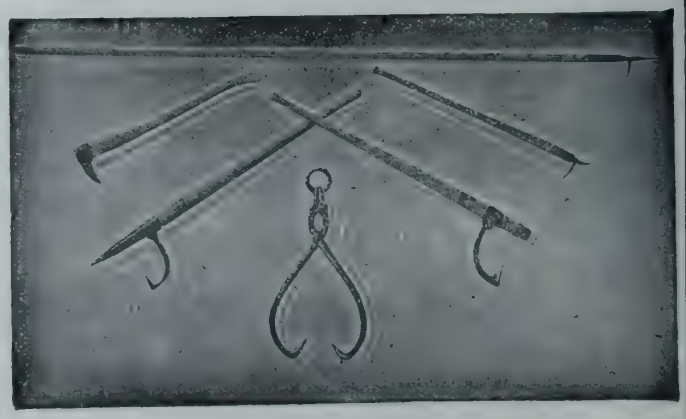
**We manufacture all kinds of lumber tools. Light and Durable.**

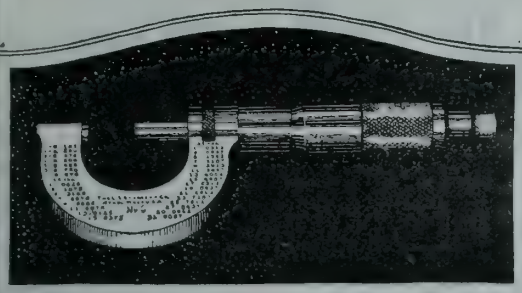
**LONG DISTANCE PHONE No. 87.**

**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

**THOS. PINK COMPANY, LIMITED**
**Manufacturers of Lumber Tools**
**Pembroke Ontario**





# WHAT TOOLS CAN BE SOLD TO-DAY?

Tools not well established in public confidence are no longer easy to sell.

What tools are being sold are tools of the highest quality—Starrett Tools.

Standard lines— like Starrett Tools—are always in demand. That is why many hardware dealers today more than ever appreciate the permanent value of steadily pushing Starrett Tools.

**Write for Catalog No. 22 "MA"**

## The L. S. Starrett Co.

**The World's Greatest Toolmakers**
**Manufacturers of Hack Saws**
**Unexcelled.**
**ATHOL, MASS.**

# Starrett Tools

*Your customers have quit replacing these things—*

# They're Mending Them Now —*With Solder*

Things that would have been discarded and replaced a year ago, are repaired now—that's the "thrift-time" spirit.

More solder is needed to mend the pots, pans, electrical appliances, tanks, and hundreds of other things that are being fixed with solder. So the decrease in sale of new merchandise can be partly made up for by *increased* sale of—

**KESTER ACID CORE WIRE SOLDER**
FLUX IN POCKETS

## *The Thrift-Time Seller*

Every sale of this handy, genuine tin-and-lead, *Self-Fluxing* Solder makes a permanent customer because Kester Solder does better work and eliminates separate, mussy flux and the time formerly wasted in applying it.

Try it without cost. Use it on your own work. Note how the scientifically prepared flux flows out of the pockets as the solder is melted off. Note the perfect bond, too—then you'll know why Kester Solder is in such great demand.

Remember it stocks two items in one—flux and solder; so it's easy to handle; easy to sell. Sold in one pound cartons and on one, five and ten pound spools.

CHICAGO SOLDER COMPANY
4225 Wrightwood Avenue, Chicago
*Direct Factory Representatives:*
The Faucette-Huston Company
Chattanooga, Tenn.
Louis J. Ziesel Company
216 Market Street, San Francisco, Cal.

## Free Try-Out Coupon

CHICAGO SOLDER COMPANY H.M. 8-13
4225 Wrightwood Avenue, Chicago, Ill.

Gentlemen: Without charge, please send me a sample of Kester Acid-Core Wire Solder.

Name.....

Address.....

.....

Our Supply House is .....

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

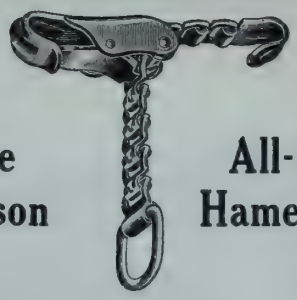
We manufacture—

**Iron, Copper and Brass Rivets**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, Etc.**

**The Parmenter & Bulloch Co., Ltd.**
**GANANOQUE, ONTARIO**

**John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.**

## The Dodson All-Steel Hame Strap



Look at this cut of the Dodson. See the broad flat chain and the wide backed snap.

The broad surface of chain and snap will not cut into the collar nor bind in adjusting. They protect the harness and assist the driver.

The Dodson All-Steel Hame Strap is the only flat-link hame fastener made.

More adjustments than a leather strap and lasts ten times as long.

Have you bought your stock of Dodsons?

**Sold Successfully for 20 years**

**Niagara Metal Stamping Corporation**
**NIAGARA FALLS, N.Y.**
**Division M**
**Makers of the Premax Line of Hardware Specialties**
**Western Canadian Representative:**
**Mr. D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.**

## "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

***Manufactured in Canada***

## JARDINE Forges

*All sizes*

**Extra heavy Tuyere where fire is in contact with it; the bottom of the pan is lowered to make ample room for a large fire without spreading.**

**The legs are removable. Dimensions of forge: Hearth, 31 x 44 inches. Blower, 12 inches Length, over coal tank, 53 inches. Height, 31 inches.**

**Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.**

**A. B. Jardine & Co.**
**LIMITED**
**HESPELER, ONT.**

# "YANKEE" TOOLS

*Save Time At Every Turn*

## RATCHET DRIVER

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades

Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

**Your Jobber Can Supply You**

**NORTH BROS. MFG. CO.**
PHILADELPHIA, PA.

---

**Wrought and Steel Plate**

# WASHERS

**OF ALL DESCRIPTIONS**

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

**Wrought Washer Mfg. CO.**
Milwaukee, Wis.

---

# Service Counts!

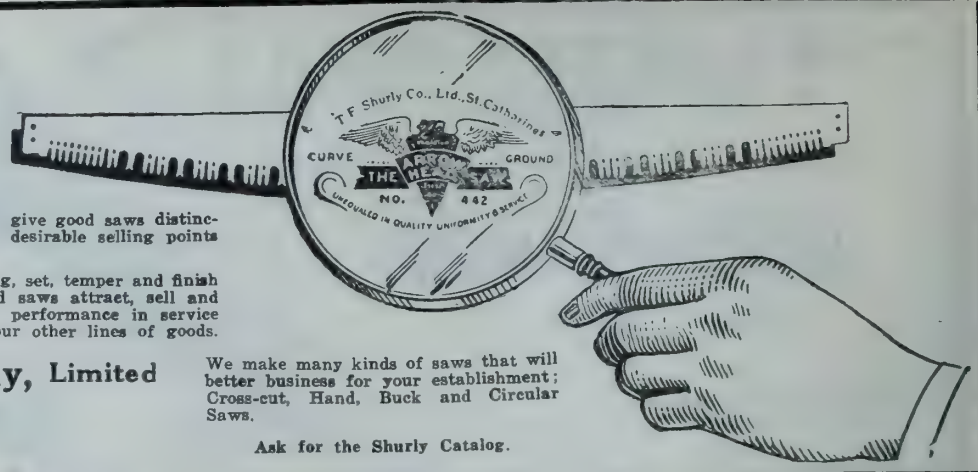
*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

**"We Ship While Others Are Thinking About It."**

**Wheeler & Bain**
**Toronto, Canada**

## Arrowhead Saws

*Vanadium Steel*




How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

**T. F. Shurly Company, Limited**
**St. Catharines**
**Ontario**

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

**Ask for the Shurly Catalog.**

# DEMON GRIP

Welded Steel

## Pump Rod Couplings

Not only are these more helpful to you in pulling displays but they are far superior to malleable. They are accurately bored and threaded. No wrench can slip on the perfect "hex." Packed neatly and attractively in boxes of 25.

Manufactured by

**Edward E. Johnson, Inc.**
2304 Long Avenue
St. Paul Minn.

## Another Splendid Addition to the Popular Maxwell Line

THIS new Maxwell product is equipped with a lever fitted with a wooden handle and a convenient foot stirrup to permit of the operation of the machine while seated.

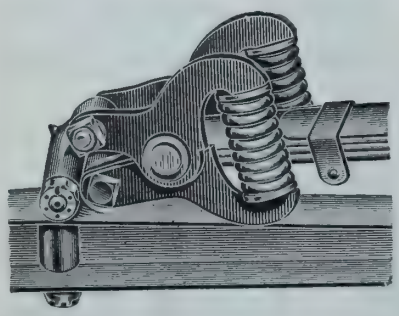
*Maxwell*

## VACUUM WASHER

is a machine that every woman wants the moment she sees it. It is particularly attractive in design and finish, while mechanically, it is correct in every working principle. The most economical and efficient washer for the price anywhere. We place it upon the market with the utmost confidence that it will do everything that is claimed for it.

**Write for Descriptive Folder and Prices**

**Maxwells Limited**
St. Marys, Ontario



## Star W-X Shock Absorber FOR FORD CARS

Star W-X Shock Absorber for Ford Cars. Simple and easy to attach without extra tools; merely put in place of the removed shackles. Rigid against end or fore-and-aft movement, but offers no interference with regular Ford spring mountings.

Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

**Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto**

**Star Specialty Manufacturing Company**
**227-233 West Erie Street Chicago, Illinois**

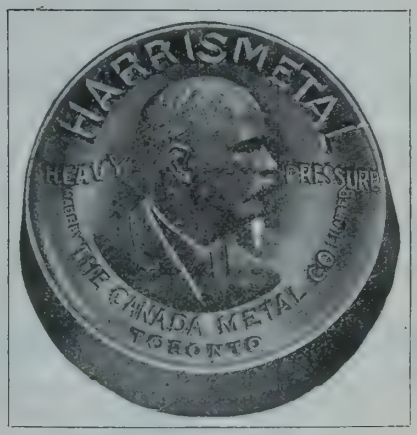
**If interested, tear out this page and place with letters to be answered.**

## 100 per cent. Canadian

BRANTFORD BINDER TWINES have successfully competed with the World at large owing to their superior quality, and are a strictly Canadian product made in Canada by Canadian labour, and Canadian capital. **We are the largest manufacturers of Binder Twine under the British Flag.**

**The BRANTFORD CORDAGE Co. Ltd.**
**BRANTFORD, Ont.** **Western Branch, Winnipeg**

# HARRIS HEAVY PRESSURE BABBITT METAL




## ABSOLUTELY

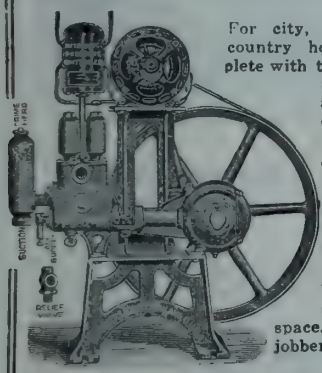
BEST FOR ALL MACHINERY BEARINGS

**Hundreds of tons in use.**

## THE CANADA METAL CO., Limited

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

**MYERS—Electric House Pumps**



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self - oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

**F. E. MYERS & BRO., ASHLAND, Ohio**

**NOVA SCOTIA STEEL & COAL CO., Limited**
**NEW GLASGOW, N.S.**

***Manufacturers of***

## FERRONA PIG IRON

**and SIEMENS-MARTIN**

## OPEN HEARTH STEEL

# Ask The Man Who Uses

our goods, why he always prefers

# London Bar Iron

and he will tell you that
it is built with

## QUALITY RIGHT THROUGH

---

# FOR QUALITY

is the chief aim of each department through which it goes

**Ask for it by name from the wholesaler**

# London Rolling Mills Co.

**LIMITED**

**LONDON, CANADA**

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**

492 Wellington St. W., Toronto

# HOYT METALS

**It Pays to Stock Hoyt Metals**

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

# Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

*Trial Orders Solicited—Our Packings Do the Rest*

Insist Upon Having the TRADE Packing Bearing Our MARK

TRADE MARK

**TUCK & COMPANY, LIMITED**

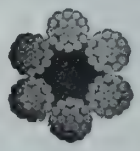
LONDON LIVERPOOL CARDIFF, ETC.

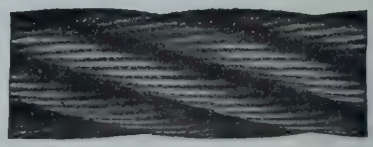
*Canadian Representative*

Wm. J. Brown, 117 Youville Square, Montreal

*Stocks Carried in All Sizes* TEL. No. MAIN 2387

# WIRE ROPE AND FITTINGS





OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

***Have you a copy of our Catalogue?***

**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

**CANADA WIRE & IRON GOODS CO.**

HAMILTON

# Maple Leaf Stitched Cotton Belting

# Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

**Write to-day.**

**The Dominion Belting Co., Limited**

Hamilton, Canada

# Stove

All sizes of Clear Mica in stock for immediate shipment.

**Price List on Application.**

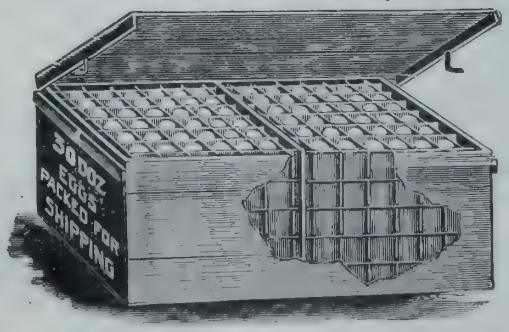
Mica Electrical Insulation of Every Kind.

**Mica Company of Canada, Ltd.**

P.O. Box 156, Hull, Que.

# Mica

**THE MILLER BROS. CO., LIMITED**




Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

# OAKEY'S

## "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & SONS, Ltd.**

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.

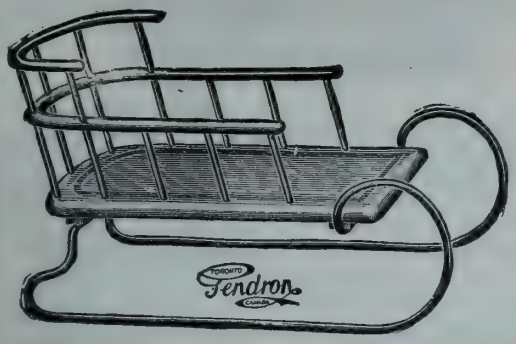
WELLINGTON MILLS

LONDON, S.E.1, ENG.

Agents:

F. Manley, 147 Bannatyne Ave. East WINNIPEG

Sankey and Mason, 839 Beatty St. VANCOUVER




## THE GENDRON MFG. CO., LIMITED

Makers of

# Baby Sleighs
# Boys' and Girls' Sleighs
# Bob Sleighs

*Order now for early delivery*

**THE GENDRON MFG. CO., Limited, TORONTO**

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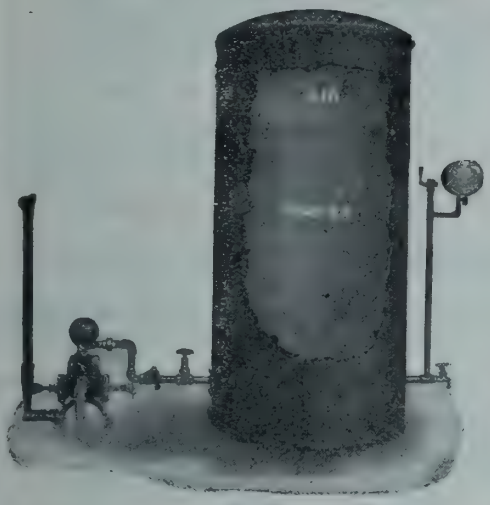
GOOD PROFITS IN THESE

## PNEUMATIC TANKS

FOR FARM WATER SYSTEMS



EVERY FARMER NEEDS ONE OF THESE TANKS

First-class in every respect

Welded throughout and tested thoroughly before leaving our factory

Listen Hardwaremen! We can supply you with this tank, for you to complete with your own pump and fittings, or we can sell you the complete outfit a at discount that will net you a *good profit.* Shipped direct to your customer from our factory. We believe we are the only firm selling these lines through the Hardware trade. *We want your orders—write us for full information re prices, terms, etc.*

**The Steel Trough & Machine Co. Ltd.**

TWEED, ONTARIO, CANADA

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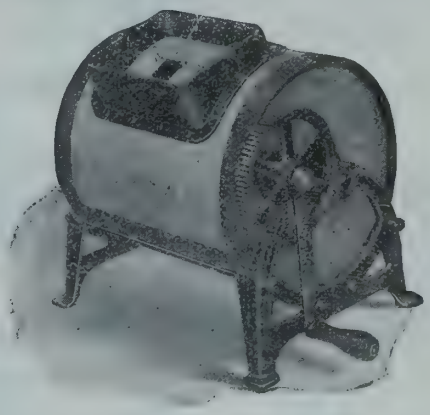
## The Lightning Paint Brush Cleaner

Cleans a Brush in a Minute.



(Patent Pending)

THE LIGHTNING PAINT BRUSH CLEANER is the only paint brush cleaning machine ever placed on the market It cleans so quickly and thoroughly that brushes can be taken from the strongest colors and almost immediately used in snowy white without carrying the faintest trace of color.

It saves 95% of brush cleaning time. It prevents the formation of a heal and thereby lengthens the life of the brush 30%. It saves 100% of brush soaking fluid. It reduces the brush investment from 25% to 50%. It is the only method of thoroughly cleaning varnish brushes.

This means a tremendous annual saving to manufacturers and contracting painters, an amount equalling many times the cost of the machine.

We need dealers and agents throughout the United States and Canada. It's an interesting proposition. Write

**STEWART-SKINNER CO.**

50 GREEN ST. WORCESTER, MASS.

SOLE MANUFACTURES

---

# Black Diamond for Cutting

When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

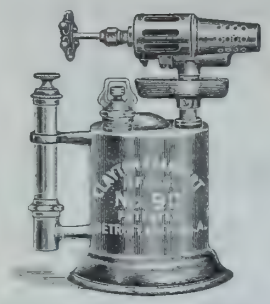
Established 1863

TRADE MARK

## Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



No. 208 Torch. List Price each $17.00. Ask for Discount.

## MORE HEAT IS PRODUCED

By the No. 208 C. & L. Double Needle Torch and less fuel is consumed than with any other make. The burner has wonderful generating power. Can be used indoors or outside in the wind. Both needles are BLUNT which prevents enlarging the orifice, which is the cause of over sixty per cent. of burner trouble. The upper needle cleans—lower needle regulates. Your customers can do more and better work. Jobbers supply at factory price. Ask for our Catalogue describing this Torch and other tools.

**Clayton & Lambert Mfg. Co.,** 10615 Knodell Ave., Detroit, Mich., U.S.A.

# JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

## CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

## James Hutton & Company

MONTREAL

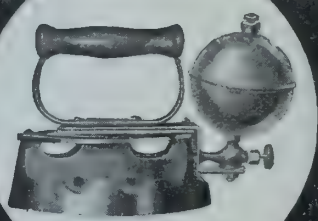
Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as it Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NATIONAL STAMPING & ELECTRIC WORKS
Chicago, Illinois

## Heats Itself Sells Itself



Heats While it Irons

## "COMFORT" Self-Heating IRON

# Pedlar's

Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

**The Pedlar People Limited**

*Established 1861*

Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa Toronto, Winnipeg, Calgary, Vancouver

# STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

**The J. R. Sterling Twine Company Limited**
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

# Walter Woods & Co.

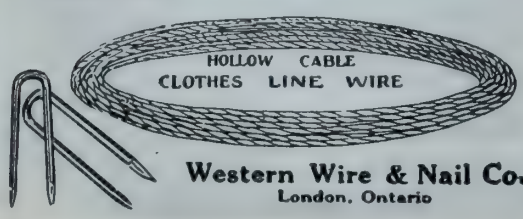
# N.B.

# Egg Carriers

## Hamilton and Winnipeg

**Quality That Repeats Sales**

*We Make*
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.




**Western Wire & Nail Co.**
London, Ontario

# Fittings Limited

*Manufacturers of Malleable and Cast Iron Pipe Fittings*

## Oshawa

TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

*Ask for Literature*

**Alex. McArthur & Co., Ltd.**

*Established 1879*

82 McGill Street Montreal, Canada

# NAILS WIRE BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS

## STRAIGHTENED RODS

## COPPERED AND TINNED WIRE

**Are You a User? Did You Read This Ad.? If So, Ask for Prices.**

**THE GRAHAM NAIL WORKS**

Operated by the CANADA METAL CO., Ltd.

TORONTO

## Carefully Selected Lines of Saleable Goods

Thousands of lines of hardware, and kindred goods, are offered on the Canadian market. To select your stock directly from these would take an amount of time your business couldn't afford. It would be a heavy task to interview all the manufacturers' salesmen and make your selections, beside the ever present difficulty of determining the right lines that the public is going to buy. There are problems of buying in quantities large enough to convenience the manufacturer, and of warehousing the stock when bought. All these services are performed for you by a reliable jobber. May we do it for you?

**Thos. Birkett & Son Co.,**
**LIMITED**

*Shelf and Heavy Wholesale Hardware*

**Ottawa, Canada**

# Bale Ties

NAILS WIRE

## Laidlaw

**In World-Wide Use**

SINGLE LOOP

CROSS HEAD

**The Laidlaw Bale-Tie Co.**
Limited

Hamilton - - Canada

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

# They took Canucks With Them

So great was the confidence of the Newton Brothers in Dominion Ammunition that, when they crossed the border into the United States, to compete in the Maplewood Handicap, they took a supply of Canuck Shells with them.

This confidence was justified by the score.

In the qualifying shoot each went straight on the program—100 birds. In the finals S. M. Newton was the winner with a score of 98 at 21 yards and S. G. Newton was second with 97 at 20 yards.

Canucks also helped S. M. Newton win the Eastern Canada Championship—96 out of 100.

Performances like these are daily convincing your customers that Dominion shot shells and metallics are dependable ammunition. Are you getting behind this and getting your share of the sales of Dominion Shot Shells.

*There will be a consistent demand for Dominion Ammunition this Fall. You can not make sales unless you have the goods. We cannot manufacture unless we have your specifications. In order to get your share of sales and profits send us your requirements today.*

**Dominion Cartridge Co.,**
**Limited**

*Owned and Operated by Canadian Explosives, Limited*

**Halifax Montreal Toronto Sudbury**
**Winnipeg Vancouver**

# Dominion Shot Shells

*Can ck Imperial Regal Sovereign*
*Loaded with Chilled Shot and Smokeless Powder*

*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII AUGUST 13, 1921 No. 33

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## The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

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## HARDWARE AND METAL

GEO. D. DAVIS, Manager

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone A. 3773; Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West. Woodstock, Ont.

GREAT BRITAIN—Lordon, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

# How one dealer Made things move

The other day we got a very pleasant boost from a dealer who has been doing a nice business in New Canadian Beauty Electrical Appliances.

We sent him a set of our new Window Cards and asked him to dress up his window with our Appliances.

Apparently he thought the cards quite good, but he didn't follow our suggestion about the window for some weeks.

Finally he acted, and his enthusiastic letter followed in a few days. This is what he said:—

> "Your window cards and packages have given me an entirely new slant on the importance and effectiveness of window dressing. I never had such a good window display before.
>
> "People—women especially—simply can't help stopping to see what the window holds, and direct results have satisfied me that it was well worth while.
>
> "I've discovered another thing, which is that color in a window catches a woman's eye far quicker than big lettering or any other form of window cards.
>
> "I'm going to give them a New Canadian Beauty window for a few days every few weeks. It certainly does the work."

The above statement is interesting. If one dealer can do this, why not others?

We would like to get in touch with all dealers in territories not already covered by our dealers. Our discount plan is attractive and does not entail carrying large stock. Quick turnover—good profits.

**Write to-night for our proposition.**

## The Renfrew Electric Products Limited

**Head Office and Works: Renfrew, Ont.**

29 Richmond St. W., Toronto. 803 Lindsay Bldg., Winnipeg, Man.

The New

# Canadian Beauty

## Electrical Appliances

*Canada's National Hardware Weekly*

Hardware and Metal

*Published Every Saturday Since 1888*

Vol. XXXIII. AUGUST 13, 1921 No. 33

# No Definite Ruling Available

## Conference With Heads of Inland Revenue Department at Ottawa Unproductive of Any Definite Ruling re Tinsmiths or Others Classed as "Manufacturers" for Taxation—Officials Take Holidays While Important Matter is Left Undecided.

IT HAD been hoped that recent developments in Ottawa would, once and for all, clear up the situation as regards the standing of tinsmiths in relation to the sales tax, but in spite of a conference between officials of the Customs and Inland Revenue Department, and the Dominion Board, Retail Merchants Association of Canada, for the specific purpose of coming to an understanding as to the proper interpretation of the Act regarding the sales tax on various sections of the retail trade, tinsmiths are just as much at sea as ever. Hardware and Metal was given to understand that an effort would be made at the conference to determine the Government's attitude in regard to tinsmiths and the application of the sales tax, but it seems from the report handed out after the conference, copies of which are being forwarded to the provincial secretaries of the Retail Merchants Association, that no line of trade was dealt with individually.

### Noncommital Attitude.

The attention of the Minister of Customs and Inland Revenue was drawn to the fact that the department was endeavoring to collect a sales tax from tinsmiths and "others," which in the opinion of the officials of the association, they should not be called upon to pay; but apparently no commital was made by the department's representatives. And this being the case, the association came to the conclusion that the only course open for them to pursue was that of asking the members to submit any letters they might receive from the department, or requests for the payment of a sales tax, if considered not warranted, to the secretaries of the various provincial boards, who in turn will forward them to the head office, to be dealt with there.

### "Passing the Buck."

The real situation here is that the officials of the department are entirely "up in the air" as regards the administration of the sales tax Act. It is impossible to get any satisfaction from anybody. The minister points to the deputy minister as the man responsible for the administration of the Act and the deputy minister politely refers one to the assistant deputy minister who in turn proceeds to politely hand out rulings which do not mean anything for they are absolutely ignored by agents of the department in certain municipalities. Clearly, it is not only a case of "passing the buck," but one of inability to handle the situation satisfactorily.

The representative of Hardware and Metal had expected to see the deputy minister following the conference in regard to a number of cases where tinsmiths had been unfairly dealt with and endeavor to have him deal with them, or set up a ruling which would be a final guide for local agents in the future, but that official had packed his grip and slipped quietly out of the city on a two or three weeks' vacation before he could be reached.

The result of the conference is given in the following report from officials of the Retail Merchants Association:

"A conference was arranged between the Minister of Customs, the Assistant Commissioner of Customs and their Solicitor, and the Secretary and Assistant Secretary of the Retail Merchants Association of Canada and their Solicitor, for the purpose of endeavoring to arrive at some conclusion as to the best means of carrying out the interpretation of the Customs Act regarding the Sales Tax on certain Sections of retail trade.

### Rulings Based on Court Case.

"Our Solicitor explained his position and stated that he was forced in making any ruling to be guided by the judgment of the Exchequer Court, and also of the County Court, in which Courts judgment has recently been given in our favor. We stated that the conference was a friendly one for the purpose of avoiding, if possible, any future litigation. We pointed out that the members of the Association look to us to see that their interests are protected, and that we do not favor instituting any further suits if it is at all possible to avoid them.

"We were then advised by the Minister of Customs that they intend to appeal the case of the confectioners.

"We called the attention of the Minister to the fact that the Department is endeavoring to collect a Sales Tax from tinsmiths and others, which, in our opinion, they should not be called upon to pay.

"Both sides stated their case clearly, and the officials of our Association again tendered their assistance to the Department on any question appertaining to the retail trade.

"At the conclusion of the conference it was decided by our representatives that there is only one course open for our Association to pursue, and that is to ask our members to submit any letters they may receive from the Department, or requests for the payment of a Sales Tax—if they consider that the request is not warranted—to the Secretaries of our various Provincial Boards, who in turn will forward them to this office, and that in order to see that justice is rendered to our members we will be compelled to follow out the exact interpretation of the Act, as instructed by our Solicitor."

# Get More Lines and Get Better Ones

This Merchant is Advised to do a Little More Selling, Rather Than Just Hand Out Goods for Which There Already is a Demand—the Solution of His Problem.—By Henry Johnston, Jr.

DEAR SIR:—We enclose statement of our affairs for your criticism. It shows a net gain of $840 for the year ending May 1st. This is a country business, in a small community of aboue 250 population. There are three other small stores, so competition is very keen. During the year we saved $240 discounting invoices. As our average stock is about $4,500 and our turnover $26,200, we figure that we turn our stock about five times. Are we right? Stock consists of hardware, groceries, dry goods, etc. Inventory taken at replacement cost, not invoice cost. Fixtures which we value at only $220, cover a safe, typewriter, scales, show cases, oil tanks, etc. Worth fully fifty dollars more. In our bills received we have not included any doubtful accounts. While there is an increase of about $250 over last year, this is not out of proportion to the increase in sales. Postage stamps item of expense may seem high. We sometimes mail circulars outside of the place. Have a mailing list of heads of families within a radius of about fifteen miles. We are not using this list perhaps as often as we should. Salary to partner of $1,200. As we also get $350 per year for keeping the post-office, we consider this is a fair salary—enough to live on. I put in all my time in the business, however, and work very hard. My father (the other partner) puts in little time. He does a little farming. Have our own team which we use on small farm. Our stand is near railway station so our trucking is a small matter. Our store is small and requires a lot of improvement which we cannot afford yet. My father started here nineteen years ago with three hundred dollars, with which he bought the building, then fifteen by twenty feet—we added to it since—and a small stock of groceries.

Yours very truly .....

**STATEMENT**

| | | |
|---|---|---|
| Assets, May 1st, 1920 | | May 1st, 1921 |
| Store | $ 300.00 | $ 300.00 |
| Fixtures | 225.00 | 220.00 |
| Warehouse | 75.00 | 75.00 |
| Mdse. Inventory | 6.095.00 | 3,890.00 |
| Bills Rec. | 2,375.00 | 2,620.00 |
| Cash | 665.00 | 1,591.00 |
| | 9,735.00 | 8,696.00 |
| **LIABILITIES** | | |
| Bills Pay. | 3,112.00 | 1,225.00 |
| Net Worth | 6,623.00 | 7,471.00 |
| Deduct Worth 1920 | | 6,623.00 |
| Shows Increase | | 848.00 |
| **EXPENSE ACCOUNT** | | |
| Postage Stamps | | $ 74.15 |
| Interest | | 31.30 |
| Newspaper Advertsg. | | 44.80 |
| Salaries to Partners | | 1,200.00 |
| Insurance | | 58.96 |
| Coal and Light | | 41.00 |
| Taxes and Subscriptions | | 19.00 |
| Bags, Paper, Twine | | 41.00 |
| Bad Debts | | 52.00 |
| Collectings accts. | | 8.63 |
| Stationery, etc. | | 77.30 |
| Trucking | | 15.00 |
| Other Expenses | | 42.00 |
| | | $1,705.00 |

**Record Seems Practically All Right.**

It is very difficult to offer constructive criticism on a business of such a character because there appears to be so little space in which to construct. Here is a town of one quarter thousand population. With four stores in it, I can imagine that "competition is very keen." It is unlikely that anyone can get away with anything much except the giving of solid value, where so many are grasping for the dollars. I should say the pennies, perhaps. The chief requirements should seem to be met, perhaps when the manager keeps accounts which make possible the rendering of such a statement as he has sent to me, for this shows that he knows where he is going.

And yet there is more to it than that. There is the fact that this man writes to me, asking for suggestions and he does that after he has diligently read this paper and another for a long time. Hence, he is a thinker, and as such has possibilities which I do not want to overlook. So let us analyze a bit.

The total earnings, net, for the year, are $848—for though he says he saved $204 in discounts, that item appears to be absorbed in the $848, for no other earnings appear in any surplus. He says his "turnover" is $2,620. But that cannot be right. Maybe he meant to say $26,000; yet I find $2,620 is the sum of accounts outstanding, so I think he has simply slipped on this. He states that his expenses of $1,705 equal "just about 6½ per cent. on sales," so I capitalize that and find sales run to just short of $29,000. On that basis, his net earnings are a trifle under three per cent. That added to the expense ratio, makes the total gross nine and one-half per cent.—and that seems ridiculously low.

**Turnover About 5 1-3**

I do not want to be unmindful of the fact that some shrinkage was taken in the inventory. He shows two items whereon thirty dollars was taken, and he mentions other lines which run into greater values. So here we may find another $200 or possibly $300. But even that would only yield a net of between three and four per cent. net.

**Margins Too Narrow—How Get More**

Such net earings for a miscellaneous stock certainly are not good enough. Means should be found in such surroundings whereby, with such light expenses, not less than ten per cent. net should be shown—and I feel it can be done.

I ask you to study the department store man and emulate him in selling goods. But to sell goods, you must think and plan; and you cannot do that if you are alone handling nearly $30,000 worth of goods a year. If I have not missed anything, you are practically the only man in the store, for I find no other wages or salary charged up. Probably your father is too old to do much. If that be so, he should be retired on a pension—not speaking flippantly, now, understand, and you should hire some assistants. It should be easy for you to get a girl for full time and another to come in on Saturdays, for little money. Then you can do more head work.

I think I know what you are doing now. You are carrying lines for which "there is a demand." That means that your customers run to your store, and they run it in "keen competition" with your neighbor's stores. Thus all of you are scratching gravel and making a bare living.

Continued on Page 38

# Publishing Under Strike Conditions

**Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.**

**Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports etc. are being continued as usual and we would ask the temporary indulgence of readers if the issue is received a little late.**

# Ideas Which Have Helped Sell Hardware

Taking Advantage of Local Current Events Helps Business of McKelvey and Birch, Ltd., Kingston, Ont.—Western Merchant Has Novel Method of Getting His Message "Across"—Display Idea for Large or Small Stores Which Improves Appearance and Facilitates Handling Stock.

*A natural setting in the window display always attracts the fisherman and hunter. Fishing is at its height in many of the outlying districts and with the vacation season in full swing many parties are making ready for a trip to the distant lakes and rivers where fish and game abound. Then the Fall hunting season will soon be under way and it is not too early to link up hunting requirements with fishing accessories. Along with both may be shown camping equipment such as is illustrated in a natural scene made by the use of boughs etc.*

RETAIL hardware merchants in various parts of Canada have recently been adopting some novel merchandising methods in an endeavor to stimulate trade, and without exception the merchants report an increase in business as a result of such special effort. Perhaps one of the strongest factors is to link up such effort with current local events, and thus secure the timely interest of prospects. One firm to take advantage of local happenings, is McKelvey & Birch, Ltd., Kingston, Ont., who have recently been basing their advertisements on some phase of local happenings such, for instance, as the increase in burglaries and the prevalence of hot weather. Some comments from their recent advertising on this subject is as follows:

"Of late, numerous night raids have resulted in serious loss to citizens. Every house should be equipped with window bars, especially cellar and ground floor windows. Then, with a vault for valuables, security is assured. We are installing many of these and would be pleased to advise."

**In Hot Weather Prepare For Cold**

The firm has also shown some forethought in another timely advertisement in which attention is drawn to the fact that it has been hot for the past few weeks—in fact so hot that citizens have forgotten about the cold weather to come, and asking them not to leave their stove and furnace repairs until the first cold snap arrives. "There will be hundreds who will do this," says the firm, "then there will be a big rush and some disappointments. Have your repairs made now."

**Moving Card Delivers Message**

Another idea which is not altogether new, but which a Western merchant has adopted to help build up trade, is the use of a card arranged so that customers cannot help but see it, and which carries some message concerning lines which are offered as special values. He writes as follows:

Editor, Hardware & Metal:

I have been using a very good advertising stunt for the last six months, which has worked out very satisfactorily and sold a lot of goods.

I use a card about 10" by 12" and have it fastened to a string running to the ceiling, about 8 feet from the door, the string runs through a hook in the ceiling and is fastened to the door. Every time the door opens, the card comes down, and when the door shuts, it rises, Every one who comes in sees the card move and stops to read it. I change it about once a week.

The above is not new or original, but some of your readers may not have ever used it.

Yours truly,
H. S. Andrews, Hardware,
Pangman, Sask.

**Improving Appearance With Sample Boards**

A merchant located in a smaller community has adopted a plan for facilitating the handling of many lines of shelf hardware and for improving display of such lines. The plan takes a little time and little expense, but makes a wonderful improvement in the store appearance and service, and can be used by either small or large stores. It consists of showing a range of goods by means of samples set out and fixed on a board. The number of lines which can be shown to advantage in this way is larger than might be supposed, including locks, hasps and staples, tee-hinges, bolts, letter plates, nails, screws, screw eyes, pole rings, sash cord, etc. Describing his method, this dealer writes as follows:

The boards can be of any suitable size, according to circumstances, but a

(Continued on Page 38)

Hardware and Metal

*Canada's National Hardware Weekly*

Member Audit Bureau of Circulations Member Associated Business Papers

*The Only Weekly Hardware Paper in Canada*

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal Vancouver Toronto Woodstock Winnipeg

## Briefs

THAT A reduction in freight rates will soon come, is the assertion credited to Hon. F. B. Carvell, Chief Commissioner of the Board of Railway Commissioners. He stated that the rates were advanced because it was shown that labor and material costs had increased, but now that wages are being reduced a reduction in freights is also in order. A reduction in transportation costs should prove a big factor in aiding the lowering of prices and thereby stimulating trade.

## No Satisfaction For Tinsmiths

A MOST unsatisfactory condition has arisen in connection with the interpretation of the law as it pertains to the status of tinsmiths for taxation purposes. The history of the deliberations has been traced in Hardware and Metal and up until the last conference it was shown how two high officials of the Department contradicted each other in letters to a Brantford hardware merchant as to his responsibility for taxation as a tinsmith. There has been little else but contradiction in the whole affair and the conference held this week does little to clear the air.

Despite the fact that representatives of the retail merchants presented a clear case to the officials of the Department of Customs and Inland Revenue there has been no definite ruling forthcoming which throws any light on the subject as far as the tinsmiths are concerned. The officials appear to be completely at sea and it is impossible to get any satisfaction from anyone in the department. The minister and deputy minister passed responsibility on to the assistant deputy minister who proceeds to hand out rulings which mean nothing because they are absolutely ignored by agents of the department in the various parts of the country. Definite rulings from this official have been printed in Hardware and Metal on many occasions but have carried little weight with local collectors with whom the hardware merchants must deal.

It is time that this slipshod, irresponsible manner of conducting affairs in this department at Ottawa was altered. This particular question has been up on many occasions and no satisfaction forthcoming. The only tangible factor in the whole case is the fact that two court test cases brought on by the Retail Merchants Association to establish whether a retailer could be classed as a "manufacturer" for the purposes of such taxation, were settled in favor of the retail merchants, and on this basis the solicitor of the R. M. A. advises that no attention be paid to the claims of local collectors on the grounds that a case if pressed in the courts cannot be won by the Government if the circumstances are identical with the cases already heard. The advice is given that all who are being held to be manufacturers but who do a retail trade exclusively, communicate the details to officials of the R.M.A. at Ottawa who will advise if their cases correspond with those of the cases heard in court, and on this basis as to what action they should take.

## Gradual Improvement

IT IS interesting to note from Canadian warehouses that enquiry for steel has recently shown some improvement. It is a sign that some buyers realize that recent reductions in steel prices have brought them within reasonable range, and undoubtedly many of the most pressing requirements will be supplied with steel at or near the present levels. Previous price declines on this and other metals have been met with little response in the way of orders and the present tendency is therefore significant. U. S. mills also report an improved enquiry and outlook, some reports being that present operation on a curtailed basis of about 20 per cent. will be increased to about 40 per cent. by September.

Prices are still showing little tendency toward firmness in any lines of steel. Many of the schedules are more or less nominal as the buyers are still very much in control of the market and in many instances it is evident that they are not hesitating to take full advantage of their position. A further general price recession on iron and steel has recently been made.

One of the important features of this renewed enquiry for steel is that it may be evidence that manufacturers who were so loaded up with stock that they closed down their plants until such stocks were moved, now find it necessary to resume manufacture and are in the market for materials. There is little question however that the recent demand upon the steel mills was so low as to be far below a normal relation to the amount of business actually being done, and that a revival had to come soon.

## Taking A Weak Stand

IT IS unfortunate that a special writer for a Toronto newspaper, who in posing as reflecting through that paper, a comprehensive review of actual conditions prevailing in the retail trades, has cast some reflections upon the manufacturers of paint as result of an alleged interview with a retail hardware merchant in Ontario. The veracity of the reporter is not questioned, but the details outlined in the interview are so far from the true facts that it is evident the retailer who gave the information was certainly not posted on movements vitally concerning lines handled in his store, and it would have been well for the story to have been confirmed before giving it such publicity.

Perhaps it was some junior clerk who waited upon the reporter and gave the information. Hardware and Metal can hardly conceive of any bona fide hardware merchant taking such a defenceless stand on being questioned by a customer as to the high cost of paint. The merchant is quoted as having said to the customer that no reductions in paint had been made by the manufacturers, whereas two reductions have been made since November, 1920, and the majority of merchants report a big stimulation in paint trade as a direct result of these price reductions. It looks like a weak attempt on the part of the retailer to "pass the buck" rather than to analyze conditions and give a satisfactory argument as he could have done. It is also an unfair aspersion on the paint manufacturers.

There is a strong tendency to blame retailers and manufacturers for maintaining prices and obstructing the return to normal trade by so doing. While in some lines this condition may apply, it is certain that the paint manufacturers and retailers have, insofar as paint trade, at least, is concerned, done all possible to bring the price to the consumer as low as costs will allow and the retailer who does not impress his customers with this fact is only adding to the feeling already evident against certain retailers and manufacturers who are being blamed for impeding progress.

# News of Western Canada

## Convention B. C. Board, R. M. A.

**Part Played by B. C. Merchants in Having Legislation Revised to Better Fit Conditions--Credit and Collection Department now Organized--Big Increase in Membership.**

DUNCAN, B. C.—The Provincial Board of British Columbia of the Retail Merchants' Association of Canada recently met in Duncan. There was a good attendance of the members and many matters of importance to the trade were discussed. The president, M. Y. Phillips, of New Westminster, was in the chair and delivered his address at the opening of the proceedings.

**Delegates in Attendance**

The delegates attending the meeting of the Provincial Board of the R.M.A. were as follows: G. H. Jacobson, R. W. Smith, Walter G. Ing, (secretary), Stanley Ross, M. G. Phillips (president), Wm. Kerr, A. P. G. McDonald, all of New Westminster, B. C., Richard Thompson, North Vancouver; D. H. Kent, James Harkness, H. B. Neelsen, J. F. McDowell, E. E. Bent, Roy A. Hunter, Maclean National trade papers; George S. Hougham (secretary), R. H. Fairley (organizer), J. T. Crowder, (president, Vancouver branch); Arnold B. Derifield, Frank M. Grey, Chas Stevens and George Herring, all of Vancouver. J. A. Knight, Ladysmith; Currie G. White, Duncan; J. P. Fink, general merchant, Cranbrook; A. Peterson, R. A. Thorpe, S. R. Kirkham, W. N. Dwyer, F. G. Aldersey, Duncan; L. E. Richards, A. E. G. Cornwell, N. B. Whitley, insurance dept., A. Brockhurst, Walter W. Ballard, Victoria; J. H. Ashwell Chilliwack; Fred G. Cox, Port Alberni; Harvey Murphy, J. C. Dakin, R. H. Ormand, George E. Armstrong, Nanaimo; D. Leckie, hardware, Kelowna; A. T. Bind, Port Alberni; T. J. Wilcox, hardware, and Chas Marsh, Kamloops.

**President's Address**

Tribute to the retail merchants of British Columbia for the fight they put up for the taking off of the Luxury Tax, was paid by M. G. Phillips, New Westminster, president of the British Columbia Board of the Retail Merchants' Association, in his annual report presented at the convention in Vancouver recently. The president, in dealing at length with this matter, said in part:

"Upon no subject have the retailers of this Province ever stood so solidly together as they did upon this issue. It was a most remarkable demonstration and was an experience for your executive officers which greatly encouraged them at the time and proved beyond a shadow of a doubt that any honest and legitimate thing that the retailers want to do can be done if they only want it badly enough. The first shot in the campaign in B. C. against the stamp method of collecting the Luxury Tax was fired by the Nelson Branch, and the finishing broadside was given by the Vancouver Branch, who staged a demonstration at a luncheon in Vancouver, at which the Federal members for the Lower Mainland were present, who were informed in language that could not be mistaken that the retailers of B. C. would not stand for departmental inefficiency so flagrant as the stamp method of collection was proved to be.

**B. C. Board in the Lead**

In connection with this issue your provincial executive, assisted by an advisory committee of representative retailers, waited upon the Hon. Arthur Meighen, Premier of Canada, and his Minister of Immigration, the Hon. J. A. Calder, upon their visit to Vancouver and presented a memorandum which was printed verbatim in the press at that time. The two Ministers were obviously impressed by the weight and sincerity of the arguments presented to them in connection with the Luxury Tax as a whole, and the stamps and cancelling machines in particular, and your executive officers have no doubt that the impressions created at that time and deepened by other impressions made upon the Premier upon his return to Ottawa, were largely responsible for the Government's decision to cancel the Luxury Tax entirely. It is interesting to know, in this connection, that other provincial boards, notably Alberta and Saskatchewan, followed the initiative taken by the B. C. Board, and in the case of Alberta the same memorandum that was presented to the Premier at the Hotel Vancouver was again presented by a representative deputation at the Palliser Hotel in Calgary.

**E. R. Golding Secured**

The feeling of relief which every retailer experienced in connection with the abolition of the Luxury Tax was coupled with ungrudging admission on the part of members and non-members alike, expressed privately and through the press, that the Retail Merchants' Association was largely, if not wholly,

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### EARLY CLOSING AMENDMENTS IN MANITOBA SOON EFFECTIVE.

Winnipeg. —On September first the amended early closing by-law will come into force. The amendment defines the establishments that may sell goods after regular closing hours. The amended early closing by-law as it becomes effective September first, is as follows:—

1. Section 1 of by-law numbered 1853 of the City of Winnipeg is hereby amended by striking out the words "(but not where the only trade or business carried on is that of a tobacconist, news agent, hotel, inn, tavern, victualling or refreshment house,)" in the third, fourth, fifth and sixth lines thereof, and by adding to said Section 1 the following:

(a) Provided that this by-law shall not apply to any shop where the only trade or business carried on is that of a fruiterer, confectioner, pastry cook, tobacconist, news agent, hotel, inn, tavern, victualling or refreshment house, nor shall this by-law be held to apply to any such shop merely because bread, butter or milk is sold or offered for sale therein.

(b) The words "shop" or "shops" where contained in this by-law shall mean and include any building or portion of a building, booth, stall or place.

### WESTERN NOTES

J. H. Ashdown, head of J. H. Ashdown Hardware Co., Winnipeg, with Mrs. Ashdown, spent a short holiday at Banff, Alta.

Jack Teeple, who was engaged at the W. R. Cumming Hardware Company, at Drumheller, Alberta, before he disposed of his business, is opening a new hardware store at Drumheller, next to the Western Garage. Mr. Teeple will carry a complete supply of shelf and heavy hardware.

M. Thibadeau of Stettler, Alberta, who has been engaged at Whyte & Orr's branch hardware store, at Hughenden, Alta., is at present at Hardisty, taking Mr. Griffis' place in their hardware store there.

Mr. Roddle and Son, Leslieville, Alberta, have just opened a splendid store and will carry hardware, farm implements and general stock.

Last week burglars broke into the W. H. James hardware store at Gleichen, Alberta, and stole thirty dollars from the safe, besides carrying off some valuable papers. The thieves entered by removing a pane of glass in a window at the rear of the store.

The hardware store of Whyte & Orr, Daysland, Alberta, has just been repainted. The store front now announces: Stores at Daysland, Hardisty, Heisler, Hughenden and Wetaskiwin.

# Toronto Hardware Merchants' Picnic

Retailers, Travellers, Wives and Families Gather for Enjoyable Afternoon's Fun at Long Branch, Ont.—Wholesalers and Manufacturers Generous in Providing Prizes—To Invite Hamilton and Oakville Merchants Next Year.

HARDWARE merchants of Toronto with their friends and relatives, to the number of over 200 disported themselves enjoyously at the annual picnic recently held to Long Branch Park. The event was the biggest yet from standpoint of numbers, and all those who took part in the various activities provided, came home in the evening with the feeling that in point of amusement and social intercourse the picnic this year surpassed anything yet held by this organization.

Practically everyone was accomodated in automobiles which left Sunnyside at 2 p.m. Those who came late proceeded to the grounds by street car. The picnic was operated along somewhat novel lines this year; a flat admission fee to the grounds of $1.00 being charged each man. In return for this, supper, plenty of ice cream and drinks, and a dance in the evening was provided without extra charge. A merchant bringing in his wife and family was charged no more admission than if he had come alone. Besides the merchants there were a number of salesmen in attendance representing a number of wholesale houses and manufacturers in Toronto.

**Twenty Events**

There were plenty of races and games to take the attention of all, from the smallest child who could run, to the oldest attendant. In all there were twenty events for which prizes were given to the winners. A drawing contest was also held, followed by a ball game between representatives of the East and West ends of the city. Those from the West End proved themselves the better ball players, but only by a small margin, as the score was very close. The wholesale firms and manufacturers showed great generosity in providing prizes for the various events, and all the winners were enthusiastic over the splendid gifts which rewarded their efforts. The retailers are indebted to the wholesalers and manufacturers for the part they played in making the event a success both from the standpoint of prizes given and in having their travelling men do their utmost to advise retailers concerning the event and endeavor to secure their attendance. The prizes took the form of household utensils and other lines of hardware.

**Invite Oakville and Hamilton Merchants**

Next year some changes are contemplated, a plan having been suggested of holding the picnic at Oakville, Ont., and inviting the Oakville and Hamilton retail hardware merchants to the affair. It is felt that some such plan may help to establish such relations with merchants of other cities that much good may result.

J. C. McFadden, Danforth Avenue, Toronto, was chairman of the Picnic Committee, with Otto Morrison secretary, and John Caslor, treasurer. To these merchants and to others who formed the various committees goes much credit for the efficient manner in which the event was conducted and for the splendid afternoon's fun provided.

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responsible for the removal of the Luxury Tax."

It was pointed out by the president that the association's credit reporting and collection departments are now under the management of E. R. Golding, formerly departmental solicitor for the Attorney-General of Alberta, having been secured as Collection Manager.

**Secretary's Report**

George H. Hougham, secretary, submitted a lengthy report in which he gave a comprehensive review of the work of the Association during the past year. Touching on the question of membership he said that it gave him a great deal of pleasure to report a substantial increase. "Our membership now stands at 882 members in the province," he said, "341 of whom are in greater Vancouver and the balance of 541 scattered throughout the province. The total membership of 882 is represented in 18 branches in good standing, which shows a net increase of 193 members and an addition of 5 organized branches since the convention of 1920."

**Work of Local Organizations**

While the secretary expressed satisfaction over the provincial increase, he was not so encouraged over the work of the local organizations throughout the province. In his report, he pointed out that there seemed to be an altogether false impression on the part of new members as to the actual meaning of membership. Their impression seemed to be that results could be obtained by the R. M. A. only for the asking or the seeking; whereas it was a fact that the mere payment of a year's membership fee did not bring about this expectation. There was abundant evidence, he said, that members joined without the faintest idea of the scope of the association or its work, or of their privileges as members. Somehow, he said, they had failed to bring about that personal contact between the individual and the provincial or the Dominion office that was desirable. The suggestion of the secretary was that this was due to failure to hold meetings in the different local centres. "In other words," he said, " we need to commercialize the association idea and sell it to each individual line of business in a practical manner. It may well be that after the idea has been so sold and definite results obtained, the member may have so far advanced along the line of association work as to respond to an appeal to join his local branch for the sake of lining up with his fellow retailers on common ground, but this must necessarily be a later development and cannot be the starting point." In con-

**Resolutions**

Among the resolutions passed was one calling on the Dominion government to prohibit further Oriental immigration on account of the large number of returned men out of employment; another asking the provincial government to coordinate with the Dominion government in the assessment and collection of income tax; a third, making it an offence punishable by three years imprisonment for issuing a cheque for which there are no funds, if the cheque is issued with intent to defraud; and a fourth, asking the provincial office to obtain the views of the membership of the provincial association regarding the inauguration of a system of collective buying as an offset to the competition of the mail order houses and to meet manufacturers and wholesalers who sell direct to the consumer.

**Organizer's Report**

R. H. Fairley, provincial organizer for British Columbia, in his report, stated that from March last up to the present date, 87 new members have been added to the association and 123 had renewed their membership. On the trip from Victoria to Courtenay and Cumberland, during the month of December in the interests of the Provincial Automotive Retail Dealers' section, 37 new members were obtained. In January, three new branches were organized, namely, Ladysmith, with 24 members: Courtenay, Cumberland, Comox and Union Bay, with 22, known as the Comox district branch; and Abbottsford Local, with a membership of 12, making a total on these trips, of 95 new members. The organization of the baby branch has just been completed at North Vancouver, with a membership of 23. The cost to the association, including salary, commission and travelling expenses, is $1,404.65. The balance accruing to the B. C. Board from the 305 new members and renewals amount to $3,660. The percentage of revenue is approximately 40 per cent.

There is a general recognition of the valuable work which this association is accomplishing in matters of legislation, luxury tax, sales tax, etc. Individual service to the members should be given, by assisting them in their income tax returns, their book-keeping problems, etc.

**Work of Dominion Executive**

G. H. McRobbie, vice-president Dominion eXecutive Council, R. M. A. of Canada, reviewed the work of the Dominion Board. He outlined legislation that the Board had been able through their efforts, to bring about, and other matters directly dealing with the retail trade, with which the executive council had taken prompt action in the interests of the retail merchants.

## ADMITS STEALING FROM HARDWARE FIRM.

Kingston, Ont. —No conviction was rendered in the charge against an alleged thief of stealing various articles from E. Chown & Co's. hardware store. It could not be established that the goods in question, a razor and a pair of horse clippers, had been taken from this wholesale firm. The man held on the charge admitted taking them from Howard Marshall's hardware store, and as he had already been sentenced to two years less one day, on this charge, the judge found him "not guilty" on the other charge, and he was acquitted.

# Events in the Trade

### NEW FIRMS

Stone's Hardware has opened for business at 1125 Main St. E. Hamilton. Ont.

A new firm being organized in Ontario is the Canadian Sanitary Can Co., Ltd., capitalized at $400,000. The company will manufacture in Toronto, tin or metal cans and containers for paint, oil, etc. It is claimed that some improved styles of non-leakable cans for paints and oils will be made. The officials are: President, James Dixon, Hamilton; Vive-President, H. S. Gooderham, Toronto; Managing Director, G. H. Babcock, Toronto; Secretary-Treasurer, B. N. Barret, Toronto; W. H. Millman, Toronto, W. M. Trumley, Toronto, J. G. Kingsmill, Toronto.

### FIRE LOSS.

St. John, N. B.—A. M. Rowan, hardware, recently suffered slight loss from fire.

Kincardine, Ont.—Farley's Hardware was completely gutted by a recent fire which destroyed a whole business block.

### OBITUARY.

W. W. Greener, head of the firm of W. W. Greener, gunmakers, Birmingham, England, is dead. Deceased was known as the "father" of the Birmingham sporting gun trade. He is credited with having produced the first English-made air-gun and rifle.

### PERSONAL

Kingston, Ont. —Allen Lemmon, of the firm of Lemmon & Sons, dealers in hardware, stoves, tinware, heating engineers and plumbing, is a prominent member of the Kiwanis Club, of this city, and at a recent meeting of the club, put on a boost, and was introduced by President Frank J. Hoag, who gave a glowing testimonial to Kiwanian Lemmon. Mr. Lemmon's liberality was shown in the very fine prizes he provided.

G. S. Shirtcliffe of New Zealand is at present visiting Brandram-Henderson, Limited, Montreal. Mr. Shirtcliffe is chairman of the board of directors for the distributors of this firm's paint products in New Zealand.

A Whitton of the Port Arthur Sheet Metal Company, Port Arthur, Ontario, was a recent visitor at the Toronto office of Hardware & Metal. Mr. Whitton states that the outlook for future business in his line is exceedingly bright and also states that all the residents of Port Arthur are boosting for the deep water-way.

C. Sparks has left for China, Japan, India and Fiji Islands, to introduce the Ideal line of Aluminum products, made by the Ideal Aluminum Products Limited, Toronto.

Vokes Hardware Company, Toronto, advise that the personal item mentioned in July 30 issue of Hardware and Metal stating that E. M. Holsworth of that firm had linked up with W. Walker and Son, Toronto, is incorrect, as Mr. Holsworth is still connected with Vokes Hardware Company.

### CHANGES ON IMPERIAL OIL CO. STAFF.

Major F. T. McKean, formerly assistant manager of Toronto branch, has been appointed manager of the Montreal branch, Imperial Oil Co., Limited. F. J. Wolfe, former manager in Montreal, will be transferred to Toronto and take over the position of Canadian General Sales-Manager.

*F. J. WOLFE*
*Formerly manager of the Montreal branch Imperial Oil Company Ltd. who has been transferred to Toronto and assumes the position of General Sales Manager for Canada.*

### NEW SENIOR BRITISH TRADE COMMISSIONER.

Montreal.—G. T. Milne will take over the office of Senior British Trade Commissioner at the end of October. Capt. E. J. Edwards, who resigned recently, will relinquish his office at that time.

### TO MANUFACTURE STAMPING SPECIALTIES

Hamilton, Ont.—The Wire Company of Canada, Ltd., who recently secured the plant and equipment of the MacPherson Wire Co., Ltd., of this city, has taken out a charter for the manufacture of drawn wire and stamping specialties. Ernest Dorval is in charge of sales in Quebec and the Maritime provinces, and Wm. F. Kelly is Ontario representative. C. F. Down will be the Western representative.

### WHOLESALE HARDWARE FIRM DEFRAUDED.

Kingston, Ont. —Charged with the theft of hardware goods, to the value of $150, from A. Chown & Company, a shipping clerk pleaded guilty and was sentenced to six months in jail. The goods stolen consisted of auto tires, stoves and general hardware. The goods had been sold out of the wholesale, the clerk received the money in payment for the same, and kept it for his own use.

### TAYLOR-FORBES CO. NEW W.F.A. CHAMPIONS

Guelph.—Taylor-Forbes of Guelph, by defeating Stratford here 1 to 0, won the W.F.A. senior championship, this being the first time Guelph has won the laurels. At the conclusion of the game the players received a tremendous ovation. Taylor-Forbes were easily the better team, though handicapped with only ten men after the first ten minutes, Wilton having to retire with a broken rib. The team lined up as follows: Goal, Lawson; backs, Smith and Wilton; halves, Thomason, Burns and Collins; forwards, Halliwell, Mooney, Fell, Mackin and McColl.

### UNABLE TO MEET NEW REGULATION.

Montreal.—It was decided at a joint meeting of the Dry Goods Association and the Metal and Hardware Associations of the Montreal Board of Trade, to send a delegation to Ottawa to confer with the Minister of Customs regarding the application of the recent legislation as to the marking of imported goods with the place of origin.

There has been considerable confusion as to the incidence of this legislation, and importers for some time past have been wondering how the demands of the Act could be met.

A telephone message was received at the Board of Trade from the Deputy Minister of Customs asking that a committee be appointed to join other representatives of trades organizations throughout Canada for a round-table conference with the Minister of Customs at Ottawa next Monday.

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I believe that if you give yourself a little chance, you can get in some lines not carried by your neighbors. Get a few numbers of things "just a little better" than theirs. Go slow, but go steadily in that direction. You are in good shape to begin that right now, because you have more cash on hand, and less stock, than a year ago. So you are free to start now on the new basis. But only two or three of each—go slow! clean out one of your windows and decorate it with a suitable background—the salesman can give you some ideas. Put some article there, alone, in a clean window, without a price. Do not display it inside at all. Then tackle the first likely looking man who comes in. Say to him: "Say, Henry, I have something pretty nice I want to show you." Take him over and select one article from the lot—keeping stock under the counter. Let him admire it. If he asks "How much?" as he probably will, dodge the question. Keep pointing out its advantages, showing him how it looks from every angle, until he just must have it! Then tell him as a sort of after-thought, the price, and make as if it were too fine for him, and as if you are going to put it away.

**Try the Angler's Art**

Do not attempt to thrust it on him—"pretty fine, but too expensive for you, probably, Henry"—and never mind if he does not bite. Go about your business and wait for another nibble. Be very choice about those few articles. Get them thinking nothing about price at all, but about your fine line of goods—"something different from anybody else has." Go to plenty of trouble and never permit yourself to think whether all the work is going to pay. For now you are not merely selling those articles—you are elevating your business to a more profitable level, and it cannot be done in a day!

Keep things clean CLEAN and snappy looking. Always have something to show every customer who comes in. Just as soon as the usual order is disposed of, say: "Now I want to show you something new—and pretty nice!" If you keep smiling and keep this up for a few months—MONTHS, I said, note—results will begin to come. People will look to you for something out of the ordinary. Then you will get out of the class of price-competition, you will be on a basis of taste, selection, originality, style.

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very convenient size is about that of a fairly large pastry board. A good way of keeping the boards is to have them inserted, so as to pull out like drawers, in the fixtures behind the counter, and it is well to allot for this purpose a complete parallel fixture from floor to ceiling. A beginning can be made say, about two feet from the floor, and extension made upwards and downwards as required. It will be found better in practice to have only the upper side of each board mounted with samples, and those bearing the heaviest goods, such as rim locks, knockers, etc., in the lowest position (to minimize labour in lifting) and those with the smaller and lighter articles, such as curtain rings, and blind cord, higher up.

The boards should slide in and out on neat angle-iron or wood bearers, and each board should be finished with a front, so that the whole set, when closed, looks like a nest of shallow drawers.

In the centre of each should be a white card, stating the nature of contents, and on each side of this card should be a knob or drawer-pull. On the board, against each specimen, should be a card stating all particulars, as to pattern number, size and price of the stock article represented.

The boards are improved by being neatly stained and varnished, or covered with some suitable cloth. All models, such as sash fasteners, door bolts, etc., should be fitted so that they will work, and in the case of locks, a hole should be cut through the board so that the key can be tried from both sides.

The addition of new lines is provided for by leaving a few vacant spaces, to be filled up as required, or by a supplementary board, with a card stating where this is to be found, fixed against the corresponding goods on the original one. If a certain line is discontinued, the last specimen can be sold from the board, and, in fact, this can be done in any case if urgently required. Finally, it is a simple matter to take the value of the whole of the samples shown, when stock-taking.

**A Space-Saving Idea**

The advantages of this system are very great. The saving in counter room, by avoiding opening any parcels besides the one selected, and the labour involved in so doing, are enormous. The boards can be replaced the instant they are done with, and there is only one parcel to open and put away. The customer, meanwhile, has seen a far wider selection of goods than he would otherwise have done, and in many cases will buy other articles which he sees, but which he had not previously thought of.

Further, the shelves can be used occasionally to show in the shop window (the plan of having two knobs or the front of each, enables them to stand up easily). For the same reason, two glass plates should be fixed on the back edge of each board so that they may be used sometimes for hanging in the shop or over the counter, on show. Whenever they are used in either of these ways, care should be taken that they are placed so that they can be easily referred to, and in every case a card should be left in the place the shelf normally occupies, saying where it is temporarily exhibited, to save loss of time when it is required.


# Watch for the Annual Fall Number

On August 20 the 33rd Annual Fall Number of Hardware and Metal will be published. This number will contain a wealth of helpful data in its editorial and advertising pages, for the retail hardware merchant. Under present conditions when every selling idea is needed to keep the wheels of business revolving, the unique suggestions contained in this big issue will prove most helpful. In addition to the regular departments of news and comment, including the most complete stove and furnace department ever issued by a Canadian trade paper. Following are a few of the subjects which will be dealt with editorially:—

"WHAT'S WHAT AMONG THE MANUFACTURERS" Crisp comment on outlook and selling suggestions from manufacturers in all lines of hardware.

"MODERN FIXTURES ATTRACT NEW CUSTOMERS" F. W. Karn, Woodstock, Ont. after 20 years business in city finds new store and fixtures bring new customers.

"A COMMUNITY SALE TO HELP LOCALMERCHANTS" Details for conduct of Community Sale, illustrations of floats and hardware displays.

"CORRECTING THE ABUSE OF CREDITS" An important matter under present conditions. Some advice from an authority.

"HANDLING THE FARMERS' TRADE" How Besser & Chesle, Valleyfield, Quebec, develop trade with farmers under present conditions.

"RETAILERS' IDEAS FOR INCREASING TRADE" Original ideas used by retailers to speed turnover.

"YEAR 'ROUND ACTIVITY IN TOY DEPARTMENT" How successful toy business has been built. Advertising and display suggestions for toys.

"HELPFUL HINTS FOR THE TINSMITH" Some patterns showing how some tinsmiths' problems are worked out.

"THE ELECTRICAL ERA" Development of electr ica appliances and extension of their use with suggestedl window display for Fall, add suggestions, etc.

"POINTERS FOR FALL STOVE SELLING" Use of separate department, conducting stove service, department, displays at the Fall Fair.

"TO HELP WRITE THE FALL ADVERTISEMENTS" Suggestions for effective publicity for various Fall lines of hardware.

"HARDWARE DISPLAYS AT FALL FAIRS" Brockville Hardware Co. and other hardware firms display at Fall Fairs, with list of Fall Fair dates.

"CONDUCTING A "SAVE THE SURFACE" DEPARTMENT" Showing how a Montreal firm conducts its paint trade as a "Save the Surface" Department.

"MEETING PAINT PROBLEMS OF THIS FALL AND WINTER" Some helpful pointers by F. A. Farrar.

"CURRENT HARDWARE MARKET REPORTS" Interesting comment on tendencies in the markets on hardware commodities. Tables and other price information.

# *Weekly Hardware Market Reports*

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

PRICE competition between certain groups of manufacturers in the steel shovel market has resulted in the announcement of lower quotations. Other reductions noted in the current hardware markets include solders, lead sheets, one line of padlocks, harness trimmings such as snaps, buckles and rings, poultry netting staples, cow chain, sash weights, common shot, sweat pads, expansive bits, and cotter pins. Easier prices are also recorded on various ingot metals, noticeably copper, tin and aluminum.

Developments in the primary steel markets, with continued price shading between producers, have resulted in the general expectation of future lower prices on bar iron and steel. Eastern markets already report concessions in quotations on sheets and plates. Range boilers are again attracting marked attention, quotations being shaded below the nominal list.

Western markets report a revival of activity in small orders, with price changes to a lower basis on tin plates, wood alcohol, Canada plates, cow bells, and certain lines of heaters, door springs, pump oilers and twine. Readjustments, in some cases resulting in higher quotations, have been announced in Western hardware circles on range boilers, enamelledware, compression work, and closet fixtures.

## MONTREAL

MONTREAL, August 10.—Price revisions in a downward direction are again numerous this week. Different lines may be stated as featuring, as many important commodities are recorded with lower prices. Perhaps chief among these, especially at this season, is the announcement of an adjustment in stove and heater quotations. While the market has been rather unsteady all during last week, the lower prices were not given until the end of the week, and even now prices show little uniformity among manufacturers and jobbers. There is a reduction however, of approximately 3 to 9 per cent. on the different lines. Furnaces are also under the same revision. Sheets, both galvanized and black, are again recorded with lower prices, while corrugated sheets are now selling on a new lower list. In lead products, sheet lead has declined, solders also having lower prices. This is the second reduction on the latter in the past two weeks.

Snow shovels show a marked reduction this week, due, as reported, to Canadian manufacturers meeting the prices given last week by American competition. In the smaller lines of shelf hardware, Yale padlocks, expansive bits and harness trimmings all have been reduced.

Local jobbing houses report business seasonably quiet, but bookings for Fall and Winter goods are coming to hand in better volume in the past week.

### Steel Shovels Show a Marked Reduction

**Montreal.**

Quotations on steel snow shovels are reduced considerably this week. Following American competition, which last week entered the local market, Canadian manufacturers have announced a marked decrease in prices on their lines.

American manufacturers have recently been experiencing a very unsettled market, price concessions were made between them, until very attractive figures were reached for those interested. Activities were not confined within their own boundaries, these low figures were soon offered the Canadian trade, with the result, as stated above, Canadian manufacturers have met the new quotations and the following prices are quoted on the well known lines:

| SHOVELS— | Per Dozen. |
|---|---|
| Prince, L.H. | $5 50 |
| Prince D. H. | 7 20 |
| Queen, L.H. | 6 50 |
| King D.H. | 8 00 |
| Moose, D.H. | 10 50 |

### General Revision in Sheet Prices

**Montreal.**

Sheet quotations are generally revised to lower levels this week. Black sheets show a reduction of approximately 50 cents per 100 lbs. on all gauges, also the American standard galvanized sheets. English standards have been reduced $1.00 per 100 lbs. on both Queen's Head and Fleur-de-Lis. American and Canadian plates are 50 cents per box lower.

The easier tone in the market for sheets can be stated as a reflection from market conditions at the U. S. mills on practically all iron and steel products, this assisted by the disposition on the part of buyers to still further reduce their stocks. Reports from the Southern mills are to the effect that while the base price is not changed generally, concessions are still named to obtain orders.

In the case of English standard galvanized sheet, American competition is stated to be the reason of the price decline, and a further lowering in these quotations would not be surprising.

Welsh Canada plate prices are still withheld, but importers expect to be able to announce these quotations in the next week or so.

| | | | |
|---|---|---|---|
| **BLACK SHEETS—** | | | |
| 10 gauge | 4 50 | to | 5 00 |
| 12 gauge | 4 60 | to | 5 10 |
| 14 gauge | 4 75 | to | 5 25 |
| 16 gauge | 4 85 | to | 5 35 |
| 18-20 gauge | 5 30 | to | 5 80 |
| 22-24 gauge | 5 35 | to | 5 85 |
| 26 gauge | 5 40 | to | 5 90 |
| 28 gauge | 5 50 | to | 6 00 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

| | | | |
|---|---|---|---|
| **GALVANIZED SHEETS** | | | |
| **U. S. Standard** | | | |
| 10¾ oz. | 7 50 | to | 8 00 |
| 28 gauge | 7 10 | to | 7 60 |
| 26 gauge | 6 70 | to | 7 25 |
| 22-24 gauge | 6 50 | to | 7 00 |
| 20 gauge | 6 35 | to | 6 85 |
| 18 gauge | 6 25 | to | 6 75 |
| 16 gauge | 6 25 | to | 6 75 |
| 14 gauge | 6 25 | to | 6 75 |
| 12 gauge | 6 25 | to | 6 75 |
| 10 gauge | 6 25 | to | 6 75 |

| | Queen's Head | Fleur-de-lis |
|---|---|---|
| **English Standard—** | | |
| 28 gauge | 9 00 | 8 25 |
| 26 gauge | 8 75 | 8 00 |
| 24 gauge | 8 15 | 7 60 |
| 22 gauge | 7 80 | 7 15 |
| 18-20 gauge | 7 10 | 7 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

| | Box |
|---|---|
| **BRIGHT TIN PLATES—** | |
| 20 x 28 x 100 lb. basis | $18 00 |
| 20 x 28 IC, 112s | 18 50 |
| 20 x 28 IX, 112s | 20 50 |
| 20 x 28 IXX, 56s | 11 75 |
| 20 x 28 IXXX, 56s | 12 50 |
| **TERNE PLATES** | |
| 20 x 28 IC, 112s | 17 50 |
| **CANADA PLATES** | |
| **Dull** | |
| 18 x 24 x 52s | 6 75 |
| 18 x 24 x 60s | 6 85 |
| 18 x 24 x 75s | 6 95 |

## Iron and Steel Prices Hold

**Montreal.**

Bar iron and steel quotations are unchanged since the revision a few weeks ago. The recently announced lower base price at the mills is again followed with easier prices named by different interests, to obtain orders, thus leaving the market little improved with an easier tone prevailing.

The disposition on the part of the buyers seems to be, to further reduce stocks, although locally very little surplus is shown. Buying continues light, mainly of small dealer orders, little construction demanding supplies. An improvement, however, is anticipated when the fall season commences, but whether market conditions will have also improved at the later date, remains to be seen. Following are current quotations:

**IRON AND STEEL BARS**

| | |
|---|---|
| Common bar iron, 100 lbs. | $3 40 |
| Refined iron | 5 05 |
| Iron finished machinery steel | 3 60 |
| Mild steel | 3 55 |
| Band steel | 3 55 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 6 00 |
| Sleighshoe steel | 3 55 |
| Tire steel | 3 75 |
| Toe calk steel | 4 45 |
| Harrow tooth steel | 3 70 |
| Mining tool steel, per lb. | 0 23 |
| Black Diamond tool and cast steel | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c ped 100 lbs. extra.

## Reduction in Harness Trimmings

**Montreal.**

Reduced prices are announced this week on lines of harness trimmings, including such items as snaps, buckles, harness rings, etc.

## Yale Padlock Prices Lowered

**Montreal.**

Through the issuing of a new price list on Yale padlocks, many lines show reduced figures. Following are new net prices on some of the well known lines:

| | Per doz. |
|---|---|
| No. 805F | $17 25 |
| No. 813 | 19 85 |
| No. 823 | 21 50 |
| No. 833 | 24 55 |
| No. 843 | 27 45 |
| No. 853 | 30 75 |

## Stove and Heater Prices Adjusted

**Montreal.**

Through an adjustment, quotations on all heaters, cast iron and steel ranges and cook stoves show a slight reduction. Locally, prices now show little uniformity among dealers, as some have reduced their prices more than others. The amount of decline seems to be from 3 to 10 per cent. on the different lines.

Fall bookings are still backward, dealers not yet disposed to anticipate their fall and winter requirements, with the result that warehouses are well filled, awaiting the future demand. Whether the reduced prices will offer a stimulus seems doubtful, according to manufacturers and jobbers, who maintain however that present quotations will hold, and are well down to anticipated costs.

## Lead Sheets and Solder Prices Decline

**Montreal.**

Through pig lead and other metals used in the manufacture of lead products continuing with a weaker tone, prices on lead sheets and solders are reduced. Sheets are now quoted ½-cent lower in all weights; solders, 1½ cents on both bars and wire. On the latter this is the second reduction in the same number of weeks. Sales are reported fair, but have lessened somewhat in the last two weeks. Following are new prices:

**LEAD PIPE—**

| | |
|---|---|
| Lead pipe | $ 0 12½ |
| Lead waste | 0 13½ |

Note.—Lead pipe is subject to a discount of 10%.

| | |
|---|---|
| Lead traps and bends | 10% off |
| Lead wool, lb | 0 13½ |
| Lead sheets, 2½ lbs. | 0 10½ |
| do., 3 to 3½ lbs., sq. ft. lb. | 0 10¼ |
| do., 4 to 8 lbs. | 0 09½ |

Cut sheets ¼c lb. extra and cut sheets to size ¾c lb. extra.

| | |
|---|---|
| Solder, guaranteed, lb. | 0 25½ |
| do., strictly, lb. | 0 23½ |
| do., commercial, lb. | 0 20½ |
| do., wiping, lb. | 0 21½ |
| do., wire, lb. | 0 35 |
| Zinc, sheets, casks | 0 11½ |
| do., broken lots | 0 12 |

## Corrugated Sheets Selling on New List

**Montreal.**

Following the trend of galvanized sheets, corrugated sheets are now quoted on a new lower list. These sheets have, as in the case of other galvanized sheets, shown an easier tendency for some time past, thus causing little surprise when the lower prices were announced. The amount of reduction varies according to the weights, but from 8 to 12½ per cent. is the approximate decline. Following are new list prices and discount:

**CORRUGATED SHEETS—**

| | Per 100 Sq. Ft. |
|---|---|
| No. 28 gauge | $ 7 75 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½%.

## Furnace Prices Revised

**Montreal.**

As in the case of stoves and heaters, furnace prices have also been adjusted, with the result that lower quotations are announced. The reduction varies among the different dealers, but 5 per cent. is an approximate figure.

## No Change in Fittings

**Montreal.**

No change is made in quotations on the various lines of pipe fittings. Sales are reported a little brisker during the past week, but are still of a small sorting character. Following are present discounts:

**PIPE FITTINGS**

| | |
|---|---|
| Cast iron fittings | 20% |
| Bushings, cast | 30% |
| do., malleable | 30% |
| Flanges | 27% |
| Plugs | 30% |
| Flange Unions | 20% |
| Malleable Unions | 40% |
| Dart Unions, black | 29% |
| do., galv. | 8% |
| Nipples, ⅛ to 4 in. close and short | 45% |
| do., long | 55% |
| do., 4½ to 8 in. close and short | 35% |
| do., long | 45% |
| Couplings, 4 in. and under | 25% |
| do., 4½ in. and larger | 5% |

**Pound Goods—**

| | Black | Galv. |
|---|---|---|
| Class B | 0 20 | 0 28 |
| Class C | 0 13 | 0 20 |

Add 10%.

## New Prices on Expansive Bits Hold

**Montreal.**

New lower prices are now given on Clarke's expansive bits, and the No. 1 is now quoted at $22.00 dozen, No. 2 at $31.50 dozen.

## Gasoline and Coal Oil Prices

**Montreal.**

Quotations are now holding on gasoline and coal oil, although a revision in prices would not be surprising. Gasoline is quoted at 34 and 39 cents; coal oil at 19½ cents per gallon.

## Quiet Market on Boiler Tubes

**Montreal.**

Very little improvement appears on the market for boiler tubes, sales being small and practically only for repair work. No further change has been made in quotations since the adjustment of prices, two weeks ago. However, with market conditions very unsettled, as is the case on many of the heavier lines of iron and steel products, further revisions in tube prices would not be surprising. Although on the other hand, dealers are thoroughly convinced that lower prices would not stimulate buying. Following are unchanged quotations:

**BOILER TUBES—**

| | Seamless. | Lapweld. |
|---|---|---|
| 1 inch | $25 00 | |
| 1¼ inch | 26 00 | |
| 1½ inch | 25 00 | |
| 1¾ inch | 28 25 | 27 00 |
| 2 inch | 27 80 | 23 00 |
| 2¼ inch | 31 35 | 26 00 |
| 2½ inch | 39 65 | 28 00 |
| 3 inch | 46 80 | 33 00 |
| 3½ inch | 60 35 | 41 00 |
| 4 inch | 81 00 | 51 75 |

## No Improvement in Range Boiler Market

**Montreal.**

Conditions on range boilers, from the selling point of view, show no improvement, and quotations vary to quite an extent among manufacturers and jobbers. The quotation on the 30 gallon boiler is lowered to $7.50, this being a much more general price than the price shown on the list at the last reduction made. Manufacturers are hopeful that a settlement will soon be reached, and it is reported that steps are being taken to stabilize conditions. However, whether the prices will show a slight advance over the low levels now being quoted is hard to determine, but manufacturers still maintain present quotations are much below current productive costs. Following are the nominal prices:

| RANGE BOILERS | Standard | Ex Heavy |
|---|---|---|
| 30 gallon | $7 50 | $11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |
| 82 gallon | 35 00 | |
| 100 gallon | 45 00 | |
| 120 gallon | 54 00 | |

### Further Discount Added to Cotter Pins

**Montreal.**

Cotter pins are further reduced this week when a further discount is added to those already announced. Present discounts are 82½-20-10 per cent. off list prices.

### Ingot Metal Markets Dull

**Montreal.**

The ingot metal markets remain dull and practically unchanged, although copper is again easier, and tin is one cent lower in price. Other metals are holding in price, with inactivity very pronounced on all lines.

TIN.—This metal has been slightly firmer in London during the past few days, but while present prices is low, it is difficult to see how it can advance at present. Stocks are heavy and the demand light. Local price is one cent lower at 34½ cents.

COPPER.—Producers in the U. S. A. have evidently made up their minds to realize on some of their stock, with the result that price-cutting has taken place. One large deal was put through at 11⅞ cents, New York. The local market is dull with the demand light. Quotations are a little lower at 17¼ cents for electro, and 17 cents for casting.

SPELTER.—East St. Louis seems steady at $4.20 basis, but the market is apparently slightly firmer. The demand from the galvanizers seems to have improved, and as there are very few sellers at to-day's level, an improvement would not be surprising. Local price unchanged at 7½ cents.

LEAD.—This metal has shown some strength in London and reports are rather bullish. Stocks are also none too great while consumption remains fairly steady. Little weakness is looked for in this metal. Present price, 6¾ cents.

ANTIMONY.—There is no improvement in this metal, and it is a source of wonder how the Chinese can produce at to-day's figures. Local prices are unchanged at 7½ cents for Chinese, and 8½ cents for high grade English.

ALUMINUM. —Aluminum fails to show any improvement on the market, and this week's quotation is again easier at 30 cents.

## TORONTO

TORONTO, August 10.—Price readjustments continue to occupy a feature position in the current hardware market reports. Reductions also remain the order of the day, with the downward trend still in evidence, although the actual number of recessions is not so heavy this week.

Solder quotations are again lowered, this change constituting the third revision during recent weeks. Easier prices are also recorded on various ingot metals, noticeably copper, tin and aluminum. Owing to the later developments on the primary steel markets, further price lowering is looked for on bar iron and steel. Another outbreak of price shading has been noted on range boilers, with the lower list still nominally prevailing. Other current changes cover poultry netting staples, a reduction in cow chain quotations, a further decline in sash weight prices, with common shot revised to a lower level.

### Little Improvement in Pipe Sales

**Toronto**

The new pipe list has had little effect on the current volume of pipe sales, up to the present.

Distribution of piping by the jobbers is quoted at average; but it is said that the jobbers themselves have not been purchasing in equal proportion, so that stocks are generally decreasing. Pipe mills are reported doing well in point of operation, and are probably doing much better at this time than any other finishing department of the steel industry.

Following is List No. 52:

**PRICE LIST NO. 52**
**STANDARD BUTTWELD PIPE S—C.**

| Size. | Per 100 feet. Steel. Blk. | Gen. Wrot. Iron. Blk. | Galv. | Galv. |
|---|---|---|---|---|
| ⅛ in. | $6.50 | $8.50 | $.... | $.... |
| ¼ in. | 4.56 | 6.60 | 5.76 | 7.80 |
| ⅜ in. | 4.56 | 6.60 | 5.76 | 7.80 |
| ½ in. | 5.87 | 7.40 | 7.65 | 9.10 |
| ¾ in. | 7.02 | 8.97 | 9.55 | 11.60 |
| 1 in. | 10.03 | 12.92 | 13.77 | 16.66 |
| 1¼ in. | 13.57 | 17.48 | 18.63 | 22.54 |
| 1½ in. | 16.23 | 20.90 | 22.28 | 26.95 |
| 2 in. | 21.83 | 26.12 | 29.97 | 36.26 |
| 2½ in. | 34.52 | 44.46 | ..... | ..... |
| 3 in. | 45.14 | 58.14 | ..... | ..... |
| 3½ in. | 59.80 | 75.44 | ..... | ..... |
| 4 in. | 70.85 | 89.38 | ..... | ..... |
| 9 in. | 2.38 | 3.04 | 3.21 | 3.80 |
| 10L in | 2.21 | 2.82 | 2.98 | 2.52 |
| 10 in. | 2.84 | 3.63 | 3.83 | 4.53 |

**STANDARD LAPWELD PIPE S—C.**

| Size | Per 100 feet. Steel. Blk. | Galv. | Gen. Wrot. Iron Blk. | Galv. |
|---|---|---|---|---|
| 2 in. | $25.53 | $31.82 | $33.67 | $39.96 |
| 2½ in. | 38.03 | 47.97 | 50.90 | 60.84 |
| 3 in. | 49.73 | 62.73 | 66.56 | 79.56 |
| 3½ in. | 60.72 | 76.36 | 80.96 | 96.60 |
| 4 in. | 71.94 | 90.47 | 95.92 | 114.45 |
| 4½ in. | 81.28 | 102.87 | 1.12 | 1.33 |
| 5 in. | 94.72 | 119.88 | 1.30 | 1.55 |
| 6 in. | 1.23 | 1.56 | 1.69 | 2.02 |
| 7 in. | 1.64 | 2.09 | 2.21 | 3.63 |
| 8L in. | 1.73 | 2.20 | 2.33 | 2.75 |
| 8 in. | 1.99 | 2.53 | 2.68 | 3.17 |

### Eavestrough Sales Now Show Easier Volume

**Toronto**

The current demand for eavestrough and conductor pipe has again registered a recession. The volume of sales has been more or less spasmodic throughout the season, and the present movement is generally taken as another brief trade lull. Reports, however, indicate that this condition is not yet general, some dealers showing a fairly steady movement in these products. Prices and discounts have remained unchanged, but whether future revisions can be looked for is stated as problematical, depending to some extent upon the degree in which building activities are stimulated during the fall season.

The following quotations now prevail:

O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. | | Per 100 ft. |
|---|---|---|---|
| 8-in. | $15 90 | 15-in. | $28 80 |
| 10-in. | 17 70 | 18-in. | 36 50 |
| 12-in. | 21 20 | | |

Less 60 per cent.

**PIPE (Conductor)**

Plain, round or corrugated.

| | Per 100 ft. in 10 ft. lengths. |
|---|---|
| 2 in., in 10-ft. lengths, list | $ 18 40 |
| 3 in., in 10-ft. lengths, list | 22 30 |
| 4 in., in 10-ft. lengths, list | 29 60 |
| 5 in., in 10-ft. lengths, list | 40 00 |
| 6 in., in 10-ft. lengths, list | 49 00 |

Less 60 per cent.

**CONDUCTOR ELBOWS**

| | |
|---|---|
| 2 inch, list | $ 5 25 |
| 3 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

### Price Stabilization Deciding Factor in Sheet Market

**Toronto**

Prices on sheets and plates have been less irregular this week, but appear to remain somewhat unsettled on galvanized sheets. The lower range has not been generally adopted however, as the individual smallness of orders still reflects the general market condition. In some quarters, recent purchases are said to be slightly more numerous, but stabilization of prices is looked for as the deciding factor before normal activity can be stimulated.

Stocks in consumers' hands are now said to be reduced to a level where an expansion of current needs would result in marked improvement in market conditions generally. The keen competition still prevails, and more inquiries signify that the attractiveness of the new lower quotations is awakening interest in the industry. The opinion has been expressed that in the eagerness of dealers to obtain a share of what current business has developed, prevailing prices have suffered. Willingness to name a price that will take the business is still the attitude of leading steel companies on the primary markets also, but sentiment throughout the industry is now generally better than formerly.

Local quotations on sheets and plates continue to show a range, but this is not so marked as was the case in July, when easier tones first developed. Galvanized sheets are unsteady, with dealers quoting both lower and higher prices than those shown in the appended tables. The average nominal prices are therefore, quoted, as follows:

**PLATES—**

| | | |
|---|---|---|
| 10 gauge | $ 4 75 | $ 5 00 |
| 12 gauge | 4 80 | 5 05 |
| 14 gauge | 4 85 | 5 10 |
| 16 gauge | 4 95 | 5 20 |

**BLACK SHEETS**

| | | | |
|---|---|---|---|
| 14 gauge | 5 10 | to | 5 60 |
| 16 gauge | 5 20 | to | 5 70 |
| 18 20 gauge | 5 30 | to | 5 80 |
| 22-24 gauge | 5 35 | to | 5 85 |
| 26 gauge | 5 40 | to | 5 90 |
| 28 gauge | 5 50 | to | 6 00 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

**GALVANIZED SHEETS**
**Premier and Apollo**

| | | |
|---|---|---|
| 10¾ oz. | $ 7 90 | $ 8 40 |
| U. S. 28 | 7 50 | 8 00 |
| U. S. 26 | 7 20 | 7 70 |
| 22 and 24 | 7 05 | 7 55 |
| 18 and 20 | 6 90 | 7 40 |
| 16 | 6 75 | 7 30 |
| 12 and 14 | 6 60 | 7 20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

**PLATES, CANADA**
**Prices Nominal.**

| | Toronto |
|---|---|
| Dull, 60 sheets | $ 8 25 |
| Ordinary, 52 sheets | 8 00 |

**PLATES, COKE, TIN.**
Prices Nominal.

| | Per Box |
|---|---|
| IX, 20 x 28, 112 sheets | $ 20 50 |
| Do., 56 sheets | 12 50 |

**PLATES, CHARCOAL, TIN**

| | |
|---|---|
| IC, 14 x 20, base | $ 15 00 |
| IX, 14 x 20, base | 17 00 |
| IXX, 14 x 20 base | 19 00 |

**PLATES, TERNE.**
**Prices nominal**

| | |
|---|---|
| IC, 20 x 28, 112 sheets | $ 17 50 |

F. O. B. Toronto.

## Conditions in Brass and Copper Still Reported Dull

**Toronto**

Brass and copper sheets, rods and tubing show very little variation in either prices or conditions. The local jobbing business is reported distressingly dull at present, a condition which has been evident for some weeks. On the other hand, factory work in this line has recently shown a spurt towards improvement.

The slight shading in prices of copper and brass recorded on the American markets, was of such a minor character as to show no reflection in local circles. Dealers state that import duty regulations and exchange rate losses offset the U. S. decline of ¼-cent per pound. Improvement is looked for during the fall season; an optimistic viewpoint based upon the averagely good crop prospects, especially in the Western Provinces. Prices on copper and brass, therefore, at present are maintained at the following levels:

**BRASS**

| | |
|---|---|
| Sheets, base, per lb. | $ 0 27 |
| Rods, base, per lb. | 0 27 |
| Tubing, base, per lb. | 0 34 |

**COPPER**

| | |
|---|---|
| Rods, base, per lb. | 0 32 |
| Soft sheets, plain, 16-oz. and heavier, lb. | 0 32 |
| Do., plain tinned 16-oz. and heavier, lb. | 0 40 |
| Do., polished and tinned 16-oz. and heavier, lb. | 0 45 |
| Tubing | 0 37 |

## Boiler Tube Market Apathetic

**Toronto**

There has been no improvement noted in tubular goods, and the boiler tube market remains noticeably apathetic. What little trading is reported, affects only the smaller sizes, and is chiefly for repair work of a nature which cannot be postponed. Prices are nominally unchanged, and dealers seem of the opinion, that quotations fail to interest owing to the prevailing market conditions:

**BOILER TUBES**

| | Seamless | Lapweld |
|---|---|---|
| 1 inch. | $ 26 00 | $ |
| 1¼ inch. | 27 25 | |
| 1½ inch. | 26 25 | |
| 1¾ inch. | 29 75 | 25 00 |
| 2 inch. | 28 00 | 22 00 |
| 2¼ inch. | 32 00 | 25 00 |
| 2½ inch. | 40 00 | 27 00 |
| 3 inch. | 44 00 | 35 00 |
| 3½ inch. | 60 00 | 40 00 |
| 4 inch. | 75 00 | 50 25 |

## Scrap Markets Still Inactive

**Toronto**

The waste metal material markets are still characterized by a most unusual spell of inactivity. Very few purchases have been recorded, consuming interests generally offering prices far below levels being considered by dealers.

In spite of such conditions, however, the general feeling among dealers is reported as being more hopeful of a normal tone developing in the near future.

No sign of improvement can yet be discerned in the scrap metal markets, and in all cases, prices remain purely nominal. Some quotations have even registered a tendency towards further declines. Following are dealers' nominal buying prices for large quantities:

**WASTE MATERIALS**

| | | |
|---|---|---|
| Heavy melting steel, gross, ton | $ 11 00 | $ 12 00 |
| Heavy melting steel, gross, ton | | 12 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 11 00 | 12 00 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 12 00 | 13 00 |
| No. 1 machinery cast, net ton | 17 00 | 18 00 |
| Heavy lead | 3 75 | 4 25 |
| Tea lead | 2 25 | 2 50 |
| Red Brass | | 9 00 |
| Yellow Brass | 6 00 | 7 00 |
| Light brass | 3 75 | 4 00 |
| Heavy copper | 10 00 | 11 00 |
| Scrap zinc | 3 50 | 4 00 |
| Old rubbers, boots and shoes | 2 50 | 3 00 |
| Lumberman's rubber boots | 1 50 | 2 00 |
| Auto Tires | 0 75 | 1 00 |
| Solid Tires | 0 75 | 1 25 |

## No Marked Trading in Fittings

**Toronto**

Recent revised quotations on wrought iron nipples and couplings have failed to greatly stimulate the market in fittings, although dealers generally report that current business is fair under prevailing trade conditions. There has been no further price re-adjustments announced, the present discounts remaining as follows:

**PIPE FITTINGS—**

| | |
|---|---|
| Cast iron fittings | 20% |
| Plugs, cast iron | 27½% |
| Do., solid | 10% |
| Do., countersunk | net |
| Bushings | 30% |
| Unions, ¼-in. to 2-in. | 40% |
| Do., 8 in., 2½ to 4 in. | 35% |
| Flanged Unions | 20% |
| Dart Unions, blk., ¼ to 2 in. | 29% |
| Do., ⅛ in., 2½ to 4 in. | 14% |
| Do., galvd., add to black | 30% |
| Nipples, blk., and galvd., ⅛ to 4 in., close and short | 45% |
| Do., 4½ in. and larger | 35% |
| Do., long, ⅛ in. to 4 in. | 65% |
| Do., 4½ in. and larger | 45% |
| Do., running thread | 25% |
| Couplings, 4 in. and under | 25% |

**MALLEABLE FITTINGS**

| | Black | Galvanized |
|---|---|---|
| Class A. | 0 60 | 0 75 |
| Class B. | 0 24 | 0 34 |
| Class C. | 0 15 | 0 24 |

## Adjustment Contemplated on Compression Work Discounts

**Toronto**

Current trading in compression work is reported as slow, with no anxiety on the part of jobbing houses to go out after business at the prevailing quotations. With the trade generally looking for even further easier prices, and the manufacturers taking an alternative viewpoint that current conditions do not warrant another reduction, little hopes are apparent for trade revival, especially as regards the volume of business during the fall period. It is intimated that an adjustment in quotations on compression work is now contemplated, which is expected to revise discounts on the various lines, and bring prices to a slightly higher level. Following are the prevailing quotations:

**VALVES.**

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| Do., Fuller | 25% |
| Flatway stop and wastecocks, stand'd | 40% |
| Roundaway stop and waste cocks, standard | 34% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, stand'd | 5% |
| J. M. T. | 20% |
| J. M. T. C. | 25% |
| J. M. T. Gate Valves | 15% |
| Gate or straightway | 16-10% |
| Jenkins Globe .....Z.... | 10-10% |
| Radiator valves, standard | 58% |
| Do., removable disc | 58% |
| Emco, J. D. Valves | 20% |
| Emco Check Valves | 20% |
| Webber Gate Valves | 20% |

**Basin Cocks.**

| | |
|---|---|
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |

## Soil Pipe Movement Fair

**Toronto**

The movement of soil pipe and fittings is reported in fair volume, considering prevailing business conditions generally, and the mediocre degree of building construction now evident. The discount revisions recently announced on both pipe and fittings, are being well maintained, with a more general application of the new lower quotations being noted. The opinion has been expressed that home erection has undoubtedly fallen short of the hopes and expectations expressed in this connection during the spring and early summer months, and but faint prospects are now held out for a strong revival during the fall period. Current prices follow:

**SOIL PIPE.**

| | |
|---|---|
| 2 and 3 in. | 25% |
| 4 inch | 30% |
| 5 and 6 inch | 30% |
| 8 inch | net |

**FITTINGS**

| | |
|---|---|
| 2 to 6 inch fittings | 40-10% |

8 inch fittings, net.

## Corrugated Revisions Hold

**Toronto**

The revised prices recently announced on corrugated sheets, are still generally maintained. Jobbing circles report that the current movement in corrugated is merely fair, with the lower quotations having had little marked influence on the degree of market activity. Following are the prevailing prices:

**CORRUGATED SHEETS**

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | $ 7 55 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

## Common Shot Price Lowered.

**Toronto.**

A reduction is announced this week in prices on common shot, the revised quotation being $14.50 per 100 lbs. This is a reduction of $1.50 on the previous price.

## Cow Chain Quotations Revised.

**Toronto.**

Among the various items marked down this week are cow chains, the revised quotation being list plus 37½ per cent.

## New Price on Poultry Netting Staples

**Toronto.**

Galvanized poultry netting staples are quoted on reduced price levels this week. The new quotation is $8.00 per 100 lbs. with the usual extras for smaller quantities.

## Decline in Sash Weight Prices.

**Toronto.**

Sash weight quotations show further reductions this week. The recent lower level of $3.50 per 100 lbs. on solid sash weights is now general on the market, while prices on sectional ½ and 1 lb. weights show proportionate declines, the new quotation being $3.75 per 100 lbs. on both sizes.

## Solder Prices Again Lowered

**Toronto.**

Easier prices are again evident this week in all grades of solder. The quotations have been reduced in varying proportions from a half-cent to two cents per lb., while wiping solder shows a lowering of 3 cents. Prices on other lead and zinc goods remain unchanged. Fluctuations which have recently developed on the primary metal markets, are reflected in the current decline on solders. Following are the revised quotations:

| LEAD AND ZINC GOODS— | |
|---|---|
| Lead, pipe, list, per lb. | $0 12½ |
| Lead, waste pipe, list, per lb. | 0 13½ |
| do., over 8 in., list, per lb. | 0 14½ |
| Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends | 10% |
| Lead sheets, 4 to 6 lbs., sq. ft. in rolls, lb. | 0 09½ |
| Cut sheets, ½c to ¾c lb. extra and cut sheets to size, 1c lb. extra. | |
| Solder, wire, per lb. | 0 29 |
| do., commercial, lb. | 0 20 |
| do., strictly, lb. | 0 22 |
| do., guaranteed, lb. | 0 24 |
| do., wiping, lb. | 0 20 |
| Zinc sheets, per lb. | 0 13 |

## Price Shading on Range Boilers

**Toronto**

No understanding has yet been reached with regard to the looked for new list of prices on range boilers. It is reported that tentative arrangements have been under way, with a view to a readjustment in quotations, but the opinion is expressed that should an advance occur, it is not expected to be very substantial. Price shading to $8.25 on the 30-gallon size, has now developed, and an even lower level has been reported on quantity buying. Dealers however, do not show any inclination to stock up at the present nominal figures, the unsteady market generally, the lack of demand, the tendency to lower prices, and the expectation of a new list, are all factors combining to unbalance confidence in this direction. Nominal prices follow:

| | Standard | Ex-heavy |
|---|---|---|
| 30 gallon | $ 8 75 | $11 50 |
| 35 gallon | 9 50 | 13 50 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 80 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 114 gallon | 78 00 | 93 00 |

## Further Reductions Looked for on Iron and Steel

**Toronto**

Owing to the recent price-cutting developments on the U. S. Steel markets, further recessions in local quotations on iron and steel are looked for in some quarters. Whether this shading to lower levels will be immediately reflected, or not, is said to be contingent upon the extent of local stocks in warehouses and jobbing circles.

Some dealers report a little improvement noted in the conditions governing the present steel markets. The feeling is noticeable that the bottom of the depression in this industry has now been reached, if not passed, and although prices might continue to sag a little more during the next few weeks owing to keen competition for current orders, business generally is expected to develop a firmer tone during the fall period.

In this connection, it is noted that despatches from United States mills report an increase in operation, and more enthusiasm in orders and specifications for immediate delivery. Based upon these signs during what is usually considered the dull season, speculations as to conditions in the industry during September and October are decidedly optimistic. On the other hand, however, it is conceded that the present rate of production contains no profit for producers, as the recent price shading has brought quotations down to a point where the majority of makers are selling well down to or even below the cost of production. The fact that the Steel Corporation has also lowered prices in order to meet this competition, has in a measure been due to the placing of more attractive orders, since stocks are now reported to be running low.

The opinion has been expressed locally, however, that the inflow of new business is not sufficiently marked to justify similar reflections on the local markets. Prices therefore, at present, remain nominally unchanged, as follows:

| IRON AND STEEL. | | |
|---|---|---|
| Mild steel bars, base | $ 3 50 | $ 3 75 |
| Mild steel bands, 3-16 in. base | 4 00 | 4 25 |
| Bar iron, base | 3 50 | 3 75 |
| Angle iron, base | 3 60 | 3 75 |
| Horseshoe iron | | 4 10 |
| Tire steel | 4 70 | 5 95 |
| Spring steel | 9 50 | 11 50 |
| Crucible cast sheet steel | 30 00 | 35 00 |
| Mining drill steel | 20 00 | 23 00 |
| Cast tool steel, medium | | 20 00 |
| Cast tool steel, high grade | 30 00 | 36 00 |
| Sleigh shoe steel | 4 10 | 4 50 |
| Norway iron | | 15 00 |
| Toe caulk iron | 5 40 | 6 40 |
| Hoop steel | 4 75 | 5 00 |

## Easier Prices on Ingot Metals

**Toronto**

Copper, tin, and aluminum ingots all register lower levels this week. Metal prices on the primary markets have been fluctuating to easier levels during recent weeks, and this condition has been reflected in local quotations. The dull period in trading, however, still continues. Based upon recent trends, the opinion is developing that the low point in the current depression has been reached, and that future tendency will likely register more activity in metals generally. The present is the usual quiet summer lull, but this season has been remarkably stagnant due to the noticeable lack of interest on the part of consumers and buyers on all markets.

COPPER—The copper market appears to be shaky again, as a result of recent further concessions in prices on the primary markets. The lower levels failed to stabilize conditions, and speculation for future delivery has developed at reduced quotations. Trading is dull, however, and the quiet period is still noticeable on the local market, with prices now generally down to 17 cents.

TIN—Prices on tin continue to register easier tones on practically all markets. The range of 37 to 38 cents which has been recently prevailing on local markets has now been eliminated due to a reflection of primary market conditions, and the price of 35 cents is now generally quoted. In spite of the low prices, however very little interest has been recorded.

LEAD—Little activity has been recorded in lead, although current business is reported as fair considering the usual dull period at this time of the year. Prices are holding comparatively firm, on all markets. The local quotation is unchanged from $6.75.

SPELTER—There has been no appreciable change in the spelter situation. Occasional inquiries have been received, but the quiet season is at hand, and little activity has been recorded. These conditions practically apply to all the ingot metals at this time. The low price levels still prevail, and the local quotation of $7.00 remains unchanged.

# *London Markets*

LONDON, August 10.—Adjustment of prices on hardware commodities to lower levels continues to be a feature of current markets. Revisions effective this week cover such items as snow shovels and furnace scoops, cut nails, automobile tire chains, miscellaneous wire nails, coil chain, poultry netting staples, sweat pads, wooden mouse and rat traps, and one line of auger and car bits.

Prevailing trade conditions are just fair, with the big movement for summer lines now practically completed, while sales for fall goods are now well under way. Collections are reported fairly good, and it is noticeable that a more optimistic outlook for future business now prevails.

## Irwin Auger and Car Bits Reduced in Price.

**London, Ont.**

Irwin auger bits and Irwin bits are both reduced in price this week. The extent of the decrease is approximately 7½ per cent. The revised discounts are:

Irwin Auger Bits List Plus.....15%
Irwin Car Bits List Plus.....5%

## Reductions on Netting Staples.

**London, Ont.**

Included among the many price recessions noted in the current hardware market reports, are new quotations on poultry netting staples. The lower prices follow:

**Galvanized.**

100 lb. Kegs.....8.00 per 100 lb.
25 lb. Boxes.....9.00
10 lb. Boxes.....9.50

## Snow Shovel Prices Reduced.

**London, Ont.**

New lower prices are now in effect on snow shovels and furnace scoops for present and fall delivery. The new quotations represent a substantial reduction on the prices prevailing last season. Following are revisions:

**SNOW SHOVELS.**

| | |
|---|---|
| Prince, long handle, doz. | $5.75 |
| Prince, D. Handle, doz. | 7.40 |
| King, D. Handle, doz. | 8.35 |
| Moose, D. Handle, doz. | 10.90 |
| Furnace Scoops, Long Handle, doz. | 5.75 |
| Furnace Scoops, D. Handle, doz. | 5.75 |

## Coil Chain Prices Lower.

**London, Ont.**

A reduction of approximately 10 per cent. has now been announced in prices on coil chain. Following are local prices:

**COIL CHAIN.**
**Proof Electric Weld.**

| | |
|---|---|
| 3-16 inch, per lb., | 18c |
| 1-4 inch, per lb. | 16¼c |
| 5-16 inch, per lb. | 13¾c |
| 3-8 inch, per lb. | 11¾c |
| 7-16 inch, per lb. | 11¼c |
| 1-2 inch, per lb. | 10¾c |

## Revised Discounts on Miscellaneous Wire Nails.

**London, Ont.**

A revision in the discount on miscellaneous wire nails brings prices to a lower level. The new quotation is list less 70 per cent. This is an approximate reduction of 15 per cent. on the previous prices.

## Cut Nails Now $4.95 Base.

**London, Ont.**

New lower prices are announced this week on cut nails. A good sale is generally reported, with the revised quotations being $4.95 base.

## Wooden Mouse and Rat Trap Prices Lowered.

**London, Ont.**

Wooden mouse and rat traps now register lower quotations. Revised prices on popular lines are,

Victor Mouse Traps.....35
Victor Rat Traps.....1.50

## New Lower Price Lists on Tire Chains.

**London, Ont.**

New price lists have now been issued covering various makes of automobile tire chains. Discounts on these products, however, remain unchanged at 25 per cent. off list, with a quotation of 33½ per cent off prevailing on dozen lots. Following are the new prices on a few lines:

**WEED TIRE CHAINS.**

| Sizes | List prices Per Pair |
|---|---|
| 30"x3½" | $ 6.25 |
| 32"x3½" | 6.85 |
| 31"x4" | 7.75 |
| 32"x4" | 8.00 |
| 33"x4" | 8.25 |
| 34"x4" | 9.00 |
| 35"x4" | 9.50 |
| 36"x4" | 10.00 |
| 32"x4½" | 9.25 |
| 34"x4½" | 9.75 |
| 35"x4½" | 10.25 |
| 36"x4½" | 11.25 |
| 35"x5" | 11.50 |
| 37"x5" | 12.50 |
| 38"x5" | 13.00 |
| 36"x5½" | 15.25 |
| 37"x5½" | 16.75 |
| 38"x5½" | 18.00 |
| 38"x6" | 19.00 |

**WEED CROSS CHAINS.**

| | |
|---|---|
| 3½" | $12.00 |
| 4" | 14.00 |
| 4½" | 15.00 |
| 5" | 17.00 |
| 5½" | 19.00 |
| 6" | 23.00 |

**RID-O-SKID TIRE CHAINS.**

| | |
|---|---|
| 30"x3½" | $3.75 |
| 32"x3½" | 3.95 |
| 31"x4" | 4.10 |
| 32"x4" | 4.25 |
| 33"x4" | 4.50 |
| 34"x4" | 4.75 |
| 32"x4½" | 4.75 |
| 34"x4½" | 5.00 |

## Wire Nail Sales Improve.

**London, Ont.**

The sale of wire nails is showing some improvement. Price remains unchanged at $4.30 base.

## Lower Prices on Sweat Pads.

**London, Ont.**

New lower prices are now in effect on sweat pads. Following are the revised quotations on popular grades:

Old Gold Red Edge 11 in.....$ 6.50
Ventiplex 10 in. ..... 6.00

# *Winnipeg Markets*

WINNIPEG, August 10.—Another notable list of price revisions to a lower basis includes such items as Canada plates, tin plates, wood alcohol, cow bells, one line of stoves, door springs and pump oilers. Price increases also feature the current hardware market reports, an advance having been recorded in quotations on compression work, enamelled ware, and closet fixtures. Range boiler prices are also revised.

Current trade conditions have not registered any noticeable improvement, and little change is generally expected until harvest conditions are assured in the Western Provinces. The outlook for the Fall trade period, is however, more optimistic.

## Range Boiler Prices Revised.

**Winnipeg.**

Prices on range boilers have been revised this week. Some quotations are now higher than formerly, while others have been reduced. This change follows on the revision to a lower basis last week of prices on boiler stands. Following are the new quotations:

**RANGE BOILERS, GALVANIZED.**

| | |
|---|---|
| 20 gallon | $10.00 |
| 30 gallon | 10.00 |
| 35 gallon | 13.25 |
| 40 gallon | 16.25 |
| 52 gallon | 23.45 |
| 66 gallon | 33.15 |
| 82 gallon | 40.60 |
| 100 gallon | 62.50 |
| 120 gallon | 75.00 |

**RANGE BOILER STANDS.**

| | |
|---|---|
| 12 inch | $2.70 |
| 13 inch | 2.85 |
| 14 inch | 2.95 |
| 16 inch | 3.15 |
| 18 inch | 3.60 |
| 20 inch | 3.95 |
| 22 inch | 4.05 |
| 24 inch | 4.50 |

## Cow Bell Prices Reduced.

**Winnipeg.**

The prices on Holstein Cow Bells have been slightly reduced and are quoted at the following:

0.....$12.95
1..... 10.55
2..... 8.65
3..... 6.70
4..... 5.75
5..... 5.25
6..... 4.30

## Quotations on Tin Plates Lowered

**Winnipeg.**

Among the price reductions noted this week are quotations on tin plates. New prices are as follows:

**PLATES, TIN.**

| | |
|---|---|
| IC 20x28 | $21.50 |
| IC 20x33 | 26.25 |
| IX 20x28 | 24.75 |
| IX 20x33 | 31.00 |

## Lower Prices On Canada Plate.

**Winnipeg.**

Prices have dropped this week in Canada Plate and following are quotations received:

18x21.....$9.00
18x24..... 9.00
20x28..... 9.25

## Reduction in Heater Prices.

**Winnipeg.**

Lower prices are quoted this week on Clark's Heaters and are as follows:

5 B.....$3.25
3 D..... 3.60
7 D..... 5.00
Coal Bricks.....$1.25

Continued on Page 46

# Discusses Interesting Paint Problem

Advisability or Otherwise of Carrying Only One Line of Paints and Varnishes Under Discussion—"Get the Right Line and Put Steam Behind it," says Nelson Mills, Mills Hardware Co., Hamilton, Who Built Up Paint Business From $2,000 to $27,000 in Seven Years on One Line.

AN INTERESTING question in retail hardware stores, has been partments of many Canadian connection with the paint de- to the advisability or otherwise of carrying only one full line of one brand of paints as compared with carrying the specialties of different makers. In view of enquiries which have frequently been made on this subject, some information gathered from a number of hardware merchants is outlined herewith.

One hardware merchant says that if he were an exclusive paint dealer he would handle every nationally advertised specialty, with merit, in reasonable quantities, and make capital of the fact. He says he would advertise the fact that any and every one of the leading brands of varnishes, stains, automobile finishes, wax, polishes, and the others advertised in the leading magazines could be found in his store.

Continuing as to what he would do if he were an exclusive paint dealer, he says: "I would also carry a complete line of some one manufacturer's brand, on which I would build my store's reputation. I would advertise that we had a complete stock of Jones' High Grade Varnishes and Paints. That we bought this in large quantities, thereby reducing the cost, and that (if it was) it was the finest grade of goods manufactured, and that we 'also' carried the many specialties found advertised in the magazines.

"And if a customer came in and asked for Number 936 floor varnish which he saw advertised in some magazine, I would set it out on the counter for him, take his money; but before I rang it up in the cash register I would tell that customer of the high quality of our private brand, and show him where it would probably better answer his purpose, and when I got him interested, ask him to take home a can and give it a trial with the permission to return it if not satisfied.

"And if the goods thus sold are good, they will not come back, but you have made a customer for your store, as you have sold him an article he cannot get from your competitor."

After he finishes his interesting discussion of what he would do if he were an exclusive paint dealer he goes into a very interesting discussion of what he believes to be best for the retailer who is carrying paint only as a side line as his firm is doing.

Under these circumstances he says he would confine his stock to one brand, provided the manufacturer could supply a complete line. "And I would harp on that one brand." Continuing, he says "I would tell my customers through the medium of advertising and by word of mouth, that the reason we did not carry other brands, was because we had tested our goods with the many others, and found that we had goods equal and in many instances better than the nationally advertised brands. The merchant who continues to use this plan, will lose some sales, of course, but the profits on the sales lost in that way will be nil in comparison to the interest on the money lost by having money invested in a double stock."

**The Price.**

Another feature of the one line plan that appeals to this merchant is that of price. "If you are handling a manufacturer's line exclusively," he says, "your price on that article is the only price in town. By this we do not wish to infer that you could profiteer on that article, but different dealers have different ideas about selling their merchandise, and if your customer finds that he can buy the can of No. 936 floor varnish for 10c less from your competitor, there is a good chance of his going there also for his paint when he gets ready to paint.

"By handling only one brand, you can give your manufacturer a volume of business that will merit his best efforts not only to please you, but to give you a better price, better service, more co-operation, and if, which will sometimes happen, you have a complaint, he knows that you are not imposing on him with some other brand of goods, and will make the adjustment that will satisfy your customer.

"We have made a success of our paint business by following the latter plan. Two other lines of goods handled by us in the same manner have met with the same result, and, when, if it ever is, the world is again normal, there is going to be an exclusive line of the different goods we handle, as far as that is possible.

**Handle Various Lines.**

"Handle good ones of various makers," says another merchant, believing evidently in picking the best offered by the manufacturers of different lines. Another retailer who handles paint as a side line, yet whose paint department is one of considerable importance, says he finds it to his advantage to cling to one manufacturer, selecting one, of course, that can supply practically everything needed in a paint stock. He says he finds that by continually advertising a certain brand the name begins to count for a great deal, and in addition to this using the dealers' helps sent out by the firm his store becomes known as the headquarters for that particular line of goods.

But whatever is done, any dealer may rest assured that he is not going to make a howling success of one line or a dozen, unless he gets behind it, as Mr. Mills says, with some steam.

Another suggests that it is best to carry one best and one cheap grade of paint, varnish from a varnish factory; specialties of those who specialize in that particular line. In closing the company says "One manufacturer's line might be good, but it would not be advertised on such a large scale as the products of those who specialize."

**Not Wise to Cling to One Line**

An interesting reply received to the question comes from one who had made an automobile trip to various towns for the purpose of investigating just such a problem on his own account a few years ago. He says that in his twenty or more years of selling paint in one location he found in his location that it was not wise to cling to one line. "I hardly think one manufacturer could always comply with or meet the desires of the public," he says. Then he tells of his automobile trip taken a few years ago on which he visited many cities and towns trying to ascertain what his fellow paint men thought of this very subject.

"In the small towns," he says, "where there were only one or two paint stores carrying paint only as a side line, the main feature being hardware, drugs, lumber, wall paper, groceries, etc., I found they could sell any kind of a fair quality of paint or specialty of one maker. In the next larger towns, though paint was sold in about the same type of stores, I found they handled a number of specialties of different makers. In the very large cities about half of the strictly paint stores had full lines of one make and thought it was the only way to do, while the other half had many specialties of different makers.

"From my own point of view and experience I believe in selling a variety of well advertised specialties of different makers. In my paint department I find it pays to have a large assortment of nationally advertised goods in stock. Many people read the advertisements in magazines and enquire re the goods so advertised. My advertisements read 'nationally advertised goods sold at store.'

"If I do not have some article in stock that is called for, I generally know who does handle it and I get it for my customer. Only the other day a lady called for a well advertised line of stain which I do not carry. She wanted only a half pint. Some merchants would not have bothered but I sent for the small amount and while she waited I sold her one gallon of floor paint, a good brush, a bottle of furniture polish and a can of enamel. Didn't it pay to satisfy? Advertised goods are my specialties and so long as there is a good demand for them I will endeavor to carry them. I know it pays, judging from the figures on my sales sheet."

Another dealer finds satisfaction in the one-line plan. "I have been in business here ten years," he writes, "and at first I blundered around in the dark, not knowing just what was best for me. I wanted to build up a big business in a very short time, and when I bought a line of paint or some specialty and it didn't go fast enough to suit me I blamed the goods. So during the first six years of my business career here I

handled almost everything offered me. I am not claiming that was good business on my part. Perhaps had I clung to the lines I originally started with I would have been just as well off today, but here was one trouble I found handling so many different lines—there always was an inclination to take on another specialty. The salesmen came around with selling talks which the average small merchant cannot resist even when his better judgment tells him he is not doing the best thing for his business. He adds another item to his already crowded stock, and at the end of the year he has a lot of odds and ends that are of no particular value to him.

"After I had had six years of skipping from one bush to another in search of the chosen fruit, I landed upon one brand of goods and have clung to it like grim death. I find it saves selling cost in many ways. In my newspaper advertising I find that it saves space. Instead of having to name every make of goods I handle and preach about the good qualities of So-and-so's wall paint and So-and-son's floor paint, and Dauber's shingle stains and all the others I can simply mention one brand and preach that every day in the year.

"Perhaps this manufacturer doesn't make the very best of everything. It would be remarkable if he did. But taking his product by and large I find it gives excellent satisfaction to the customers and I know I sleep better nights than when I was carrying a large variety.

"If I had a larger business—if I was in a large city and handled nothing except the regular paint stock—perhaps then I would see things in a different light. But I then no doubt would make an effort to capitalize the national advertising of every firm that advertised, but I can't see it for a small city and a moderate size stock."

But here comes another view of the situation. This merchant says: "It has been my policy not to buy a complete line of one manufacturer because no one manufacturer is good on all commodities in the paint line and no one varnish maker is good on all lines. For instance, we buy varnish from one concern with a splendid reputation on its architectural goods, but when it comes to carriage goods we can't even give it away. On the other hand we can't do anything with his architectural line. In paint it is the same way. One concern makes a specialty of house paints and is possibly weak on flat paint and vice versa. So in our past experience we have aimed to pick out the leaders of different manufacturers and push them, and have found this method very successful."

Nelson Mills, vice president of the Mills Hardware Co., Hamilton, Ont., says: "We built up a paint business from $2,000 a year to $27,000 a year in seven years' time on a strictly full line of one manufacturer, and made a greater per centage of profit in that department than in any other department we have. Get the right line. Then put steam behind it and you won't lose money."

There surely is two sides to the story, and to one sitting out on the sidelines it looks as though conditions in each instance would have to govern. What might be good for one paint man in one town might not be so good for some other paint man in some other town.

## DOUGALL VARNISH COMPANY ANNOUNCE NEW LINE

The Dougall Varnish Company Limited, Montreal, have announced a new line of finishes to be known as "Re-Newitt" Surface Protecting Products.

In an interview with "Hardware and Metal" W. W. Ingersoll, Vice President and General Manager of The Dougall Varnish Company spoke very enthusiastically and with optimism regarding the future of their expanded line and stated that rigid adherence to high quality in production would be observed and that the sale of these new products would be vigorously pushed. Mr. Ingersoll also makes the further announcement that the production, sale, and distribution of "Re-Newitt" Surface Protecting Products will be made under the personal supervision and direction of A. T. Black, who has now been associated with The Dougall Varnish Company for some time, and actively engaged in the development of these new lines. Mr. Black has had extensive experience in the paint and varnish business and is well known throughout the hardware trade in Canada.

It is stated that an attractive sales promotion campaign has been planned and it may be taken as an assurance that there will be nothing left undone to make the handling and selling of "Re-Newitt" Surface Protecting Products, a matter of pleasure and profit. The Dougall Varnish Company have for many years held a prominent place in the industrial field in Canada.

## FURTHER AEROPLANE DELIVERIES OF PAINTS.

Aeroplane deliveries of paints as adopted by the Brandram-Henderson Company, Limited, has recently been somewhat extended. This novel method is said to have appealed strongly to the various dealers and agents, while the alleged success of the venture has resulted in the planning of a future series of similar deliveries.

The venture in Ontario was undertaken with the Curtiss No. 1 biplane. With Montreal as the starting point, deliveries were made at Picton, Belleville and Wellington. J. P. Gibbons Hardware was visited at Port Colborne, with Messrs Rumbal & Kerr, of St. Catharines, Ont., being called upon two days later. The paint-aviators, with their aeroplane load of merchandise considerably lightened, then circled round to Welland, Ont., where Ingram & McMaster received a timely assortment of paint products.

The project is reported as a new and desirable connecting link between the manufacturer and the various agencies, and is said to develop a closer relationship between the distributing centres and the source of supply. At each delivery point, special flights were made with agents and customers as passengers, which proved a pleasing novelty to many.

## DOUBLING PAINT INDUSTRY BY 1926

The doubling of the paint industry by 1926 is the basis of the plans of the "Save the Surface" campaign committee of the U. S. for 1922. The purpose of the work in hand is to "Make 1922 the Greatest Paint and Varnish Year." "Conditions show that business is really on the up-track and improving commodity prices are fairly liquidated and inventories are low. It seems, therefore, to be the logical time for the paint and varnish industry to make a drive within its own ranks to the end that 1922 will be the greatest paint and varnish year."

## INCORPORATIONS

Wheeler & Bain Ltd., Toronto, has received provincial incorporation in Ontario with capital of $100,000 carrying on the business heretofore known as Wheeler & Bain, manufacturing and dealing in metals and metal products.

Canadian Tools Ltd., has been provincially incorporated with capital of $40,000, head office in Fort Erie, Ont., to manufacture and deal in tools and hardware specialties.

Home Chemical Co., Ltd., has been provincially incorporated with capital of $60,000 and head office in Toronto, to manufacture washing tablets, metal polish, furniture and stove polish, floor wax, etc.

Smithville Metal Industries, Ltd., has been provincially incorporated with head office in Smithville, Ont. and capital of $200,000 to carry on a general nickel and brass plating and machine foundry business, to manufacture bumpers, lens, lights, locks and other automobile accessories.

The American Rolling Mill Company, a corporation of the State of Ohio, U.S.A., has been authorized to manufacture in Ontario, steel, iron and other metals and products thereof, employing no more than $40,000 capital for such operations.

# Winnipeg Markets

Continued from Page 44

## Door Spring Quotations Lower.

**Winnipeg.**

A reduction has been made in the prices of Perfect door springs and following are the revised quotations:

| | |
|---|---|
| No. 1 | 60c |
| No. 2 | 65 |
| No. 3 | 70 |
| No. 4 | 75 |
| No. 5 | 85 |

## Pump Oiler Prices Revised.

**Winnipeg.**

Prices are quoted a trifle lower on Cannon Pump oilers this week and are as follows:

| | |
|---|---|
| 450 | $14.75 |
| 451 | 16.00 |
| 453 | 18.85 |
| 455 | 20.75 |
| **BRASS** | |
| 550 | $17.20 |
| 551 | 19.20 |
| 553 | 22.25 |
| 555 | 25.20 |

## Gilling Twine Prices Show Big Reduction.

**Winnipeg.**

The price has slumped this week on Gilling Twine and it is nearly 33 1-3 lower. Following are the latest quotations:

| | |
|---|---|
| No. 18 | $3.80 |
| No. 20 | 4.00 |
| No. 25 | 4.40 |
| No. 30 | 4.75 |
| No. 35 | 5.00 |
| No. 40 | 5.25 |

# The Barrett Money Makers on parade---

*Rum-tum-tum*! Here they come—
Barrett Carbosota and Elastigum,
Crenoid and Everjet—so black and sleek—
Everlastic "Rubber" Roofing and Nox-Aer-Leek,
Everlastic Liquid Roofing Cement too,
Every one is on the run to bring the "Mon" to you.

□

Listen to the drum! *Rum-tum-tum*!
Sounding Barrett Specialties from here to "Kingdom Come."
Everybody knows them, everybody's wise
To the merits of the products—so everybody buys.
Customers are satisfied, and Barrett dealers grin
As they watch the cheerful dollars from the Specialties roll in.

□

*Rum-tum-tum*! Listen to it pound!
Will *you* be in the grandstand when they pass the profits 'round?

WINNIPEG
VANCOUVER
HALIFAX, N.S.

**The Barrett Company** LIMITED

MONTREAL
TORONTO
ST. JOHN, N.B.

# Weekly Paint Markets

## MONTREAL.

MONTREAL August 10.—Business in practically all lines of paint, varnishes and their allied products, has now settled down to the usual quiet period in the summer months. Paint and varnish prices are held unchanged since the adjustment to lower levels of the higher grade enamels and varnishes a few weeks ago. While the trade generally is expecting a revision in most products towards early fall, paint manufacturers maintain any changes made, will be in the nature of an adjustment. However, lower prices will in all probability be given on many products.

Turpentine shows added strength this week, developments n the Southern market tending to firm the situation. Local prices are maintained for the week however, at 95 cents per gal. Linseed oil is also holding fairly firm, but local quotations have receded in some quarters. The flax market continues to fluctuate, with a slightly stronger showing however in the past week. White lead in oil fails to show any improvement from the selling point of view, and different jobbers are now quoting lower figures than were ruling all during the spring months. Shellacs are still firm with the local prices unchanged, while putty is very quiet with little improvement expected until the fall activity commences.

Window glass and plate glass are also quiet, but with stocks comparatively low. Distributors are anticipating a good volume of business for fall, as the market is now in a much better state and stocks will be, by that time, ample to meet demands.

### Linseed Oil Quotations Recede in some Quarters

**Montreal.**

The local linseed oil market is featured by a recession of prices from figures quoted last week in some quarters, while other distributors are holding at levels ruling for the past two weeks. Quotations from most sources are 90 cents for raw, and 92½ cents for boiled in one barrel lots, a reduction of 5 cents from last week's quotation. A few, however, are quoting 88 and 90 cents respectively, these prices having remained unchanged.

Recent developments have taken place in the outside markets that may tend toward higher prices on oil, they will at least uphold the present levels on a fairly strong market. It has been rumored that a European syndicate is being formed to buy up the remainder of the Argentine crop, and during the past week heavy shipments of seed were made to European ports. Again, large paint manufacturers have reduced their oil prices and this is expected to cause an increased future demand. Linoleum and oilcloth manufacturers are bringing an active demand, so that in spite of the slack buying on the part of the grinding trade, the market continues on a strong healthy basis. Oil cake prices have weakened in the past week, which ofcourse also tends to create higher oil prices. On the other hand European oil is offered in New York at attractive figures and this will undoubtedly become a deciding factor in future quotations.

Locally the demand is light, little increased activity expected until fall buying commences. Present current quotations are the following.

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0 90 | 0 92½ |
| 5 to 10 barrels | 0 88 | 0 90½ |

Broken lots add 10c gal.

### Turpentine Holds at 95 Cents

**Montreal.**

Current quotations on turpentine are held at 95 cents in one barrel lots, no change being made in the past two weeks. Notwithstanding the usual light domestic demand for this product at this season, added strength is reported on the turpentine market during the past week. This is due mainly to lower Southern stocks, owing to recent shipments to Europe, and to producer's maintaining present prices are at a good percentage below productive cost. With present stocks lower, higher prices are predicted, following any show of activity. Following are present local quotations.

**TURPENTINE**

| | Per Imp. Gal. |
|---|---|
| 1 barrel lots | 0 95 |
| 2 to 4 barrel lots | 0 98 |
| Broken lots | 1 05 |

### Shellac Firm; Prices Unchanged

**Montreal.**

The shellac market continues firm, although the demand has fallen off in recent weeks, as have other paint products. It is thought by some that present prices are reasonable figures for buying in shellac, as present indications point to a good volume of fall business among painters and decorators and any increased demand is likely to stiffen prices. Gum shellac is strong and stocks are fairly low. Local prices are unchanged as follows:

**SHELLAC**

| | |
|---|---|
| Orange shellac, in barrels | $ 4 00 |
| Do., in one gal. jugs | 4 30 |
| White, in barrels, or 5 gal. jugs | 4 40 |
| Do., in one gal. jugs | 4 80 |

### White Lead Fails to Improve

**Montreal.**

A settlement in white lead in oil conditions would be welcomed by most corroders and jobbers. The market has been very unsteady for some tme past, when price concessions were named to obtain orders. This condition has not improved in recent weeks, but has on the other hand grown worse, until at present, prices are lower than have been given all during the active spring months.

The feeling existant among the trade, that lower prices would prevail on white lead, has as yet failed to materialize. However, with white lead on the primary market at present levels, and linseed oil holding around 90 cents, it is thought by some that lower prices would not be warranted below those now quoted in practically all quarters, but as already stated, a settlement bringing prices to a uniformity would place the white lead market in a much healthier state.

### Putty Quiet With No Price Changes

**Montreal.**

Current sales of putty are small, and for present needs only. Dealers have not yet anticipated their fall requirements, in all probability holding off until the actual consuming demand is at hand. Prices are held at figures given early in the spring months, but an adjustment of quotations would not be surprising towards early fall. Following are ruling prices.

**PUTTY**

| Standard Putty— | 5 ton | 1 ton | ton |
|---|---|---|---|
| Bulk barrels, 800 lbs. | $5 00 | $5 25 | $5 60 |
| Bulk drums, 100 lbs. | 6 00 | 6 25 | 6 60 |
| Do., or tins, loose, 25 lbs. | 6 25 | 6 50 | 6 85 |
| Drums or tins, cased, 25 lbs. | 7 00 | 7 25 | 7 60 |
| 1 lb. tins | 9 75 | 10 00 | 10 35 |

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

### Glass Market Still Quiet

**Montreal.**

The movement of window glass is still reported in small sorting orders, with local stocks while comparatively low yet being ample for the demand shown. It is early for the anticipated increased activity in fall business, but local distributors are hopeful for a good volume of business commencing towards the end of next month, as the market has improved considerably in the past month.

Plate glass continues to sell at 60 per cent. off list with stocks in fair shape in some quarters where they have been recently replenished, while other dealers report stocks still low. The latter will, in all likelihood, be filled before the active season commences.

## TORONTO

TORONTO, August 10.—The turpentine and linseed oil markets continue to attract more than usual interest week by week. The situation covering turpentine generally calls for careful attention, and another unexpected increase in prices is announced this week. This is primarily due to the strength shown on the southern markets, where increased foreign shipments coupled with smaller stocks than usual, is reported to have gained higher price levels. Fluctuations in quotations on turpentine supply many interesting developments. The loss of the tank steamer, "Western Front" reported during July, caused a remarkable jump in prices, but this strength was not retained for any length of time, owing to a marked failure in demand at that time. In spite

# Pearcy's Prepared Paints

The Hillcrest Salesman will show you that they are beautifully ground and mixed; free from lumps and skins so that they work reliably through paint sprayers. They are opaque, cover well, and can successfully compete in any brushing test ever devised. The lapse of time shows them durable in use.

This dependable line of prepared paints is one of the oldest on the market. It has made good for merchants and consumers for more than forty years. There are forty select shades.

*We Also Manufacture:*

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hilcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite; Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

**Sanderson Pearcy & Co.**
**Limited**
**272 Van Horne St.**
**Corner of Dufferin Street**
**West Toronto - - Canada.**

# Hillcrest Paint Products

*Watch For Our Semi-Monthly Bulletin Next Saturday*

If interested, tear out this page and place with letters to be answered.

of the fact that current orders are not large and that the demand for turpentine shows a quieter volume at this season of the year, a gradual gain in market strength has been registered until the price recovery has reached a higher plane than formerly.

The flax seed market continues to record almost daily fluctuations, with practically each change reflecting upon the current price of linseed oil. Quotations on cake meal are also on a lower basis this week, which has its corresponding effect in firming up the price on oil.

#### Bearing on Paint Prices

The paint trade generally has attached great importance to the current quotations on both linseed oil and turpentine, as the prevailing price levels on these products have a relative bearing in the production costs of paints, and paint specialties. In addition therefore, to the turpentine and linseed oil quotations, the present prices on paints have been subject to much scrutiny on the part of merchants, and an even greater degree of speculation has recently prevailed regarding future quotations.

A feeling has been recorded throughout the trade generally that further reductions in the prices on paints would be forthcoming for the fall period. This opinion may, or may not have been, fostered by the comparison in the current prices on turpentine and linseed oil with the levels prevailing a year or two ago. It has already been featured in these columns that two reductions in paint prices have been announced by the manufacturers for this year's business, and that the makers had expressed the firm opinion that present production costs do not stimulate action towards further lowering.

In anticipating a marked degree of activity in paint sales for the 1921 spring and summer season, manufacturers generally reduced quotations in November, 1920. This decrease was followed by another decline in February, 1921, manufacturers then stating that some reductions in the cost of production enabled them to pass on the result to the trade. These changes undoubtedly greatly assisted in the popularity of painting this season, and the opinion has been expressed that the vigorous educational advertising campaign carried on by the manufacturers both jointly and collectively, would have fallen somewhat short of its present degree of results had such price declines not occurred.

#### American Paint Prices Reduced

Another factor contributing to the opinion that paint prices are almost due for another cut, is the conditions on the American paint markets. In U. S. circles a rumor rapidly spread that prices would be generally reduced some time during July. This only occurred in a few individual cases; but it is noticed that American manufacturers have now announced a general reduction on their products, a condition which was forecasted throughout the trade some weeks before. Similar trends were apparent as regards enamels and varnishes, and it is noticed that certain Canadian producers did lower their quotations on some white enamels and high-grade varnishes during July.

In discussing this situation with Hardware & Metal, one of the most prominent paint manufacturers pointed out that paint used this season and present stocks on hand all represented finished raw materials which were obtained at high prices. In fact the peak of prices on such products as linseed oil and turpentine caught manufacturers with diminished stocks, and far from holding off at that time in expectation of future declines, they were forced to purchase heavily in order to prepare for future season's business in paint and the allied specialties. This situation led to a direct loss to such producers, as the last two price cuts referred to were made on high priced stocks, and were also based on future declines in production levels, rather than on any current reductions.

#### Consider Lower Labor Costs

An increased ratio of production, however, coupled with accentuated manual efficiency, are all factors to be considered in the comparative elements of cost. Labor charges in many branches of industry have also recently been subjected by existing circumstances to decreased schedules. Whether this factor will be apparent in the paint industry is problematical, depending mainly upon the extent to which they are considered by the manufacturers. The reduction in overhead costs is another relatively important bearing, but no direct indication could be secured from paint officials as to whether the trade expectations for further price declines will shortly be realized.

### Turpentine Price Again Advances

**Toronto.**

A further increase of 5 cents per gallon in the price of turpentine attracts firm interest in the paint market quotations this week. As a result, the current price has been advanced to $1.00 per Imperial gallon on 1 barrel lots. It is noticeable that this upward trend has now almost recovered the price level which prevailed before the recent loss of the tank steamer, "Western Front," and the consequent market fluctuations.

The prevailing firm tone is attributed to an increase in foreign buying, coupled with a shortage of stocks in Southern supply centres. Price advances are not customary at this season of the year, especially on local markets, as this is the usual period when purchases of turpentine register an easier volume. Following are the revised quotations:

| TURPENTINE— | Per Imp. Gal. |
|---|---|
| 1 barrel lots | $ 1 00 |
| 2 to 4 barrel lots | 0 99 |
| 5 gallon lots | 1 15 |

### Linseed Oil Quotations Steady.

No change has been recorded this week in the current quotations on linseed oil, the price of 97 cents for raw, and $1.00 for boiled, on 1 and 2 barrel lots, still being held. Some fluctuations on the flax seed market however, have maintained interest in oil prices, while a deflation in cake-meal quotations has tended to firm up linseed oil. Although the present demand for oil has fallen short of the brisk activity recently noted, a renewal of foreign buying is reported to have maintained the market strength. Following are prevailing prices:

| LINSEED OIL— | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels, per gal. | $ 0 97 | $1 00 |
| 3 to 5 barrels, per gal. | 0 96 | 0 99 |
| 6 to 9 barrels, per gal. | 0 94 | 0 97 |

Less barrels, add 15 cents per gal.

### Decline in Brush Quotations.

**Toronto.**

Reductions are now in effect on practically all classes of brushes. These lower quotations represent approximate declines of 15 to 20 per cent. This revision follows on the change in prices which took place on the American brush markets recently. The new list prices are not yet in the hands of dealers generally, but manufacturers state that prevailing brush quotations are now looked upon as settled until around May, 1922.

## LONDON

### Linseed Oil Prices Hold.

Linseed oil prices remain unchanged this week. A good seasonable sale is still reported, with the following quotations prevailing:

| LINSEED OIL. | Raw | Boiled |
|---|---|---|
| 1 to 2 bbls., Imp. gal. | $0.97 | $1.00 |
| 3 to 5 bbls., Imp. gal. | 0.96 | 0.99 |
| 6 to 9 bbls., Imp. gal. | 0.94 | 0.97 |

Less Bbls. add 15 cents gallon.

### Turpentine Price Revisions Hold.

**London, Ont.**

After several weeks of price fluctuations, the quotations on turpentine this week remain unchanged. There is still a fair demand recorded, at the following prices:

| TURPENTINE. | |
|---|---|
| 1 bbl. lots, Imp. gal. | $0.95 |
| 2 to 4 bbl. lots, Imp. gal. | 0.94 |
| 5 gal. lots, Imp. gal. | 1.10 |

## WINNIPEG

### Turpentine Quotations Hold

**Winnipeg.**

The price of turpentine remains unchanged this week at $1.20 per gallon in barrel lots. Less quantities, 10 cents per gallon extra. Containers, 25 cents per gallon extra.

### Linseed Oil Price Unchanged.

**Winnipeg.**

The price remains the same on Linseed Oil as quoted last week. The prices now in effect are $1.20 per gallon in barrel lots for Raw Boiled $1.23 per gallon.

### Wood Alcohol Now Costs Less.

**Winnipeg.**

The price has been reduced on wood alcohol, and is now quoted at $1.65 per gallon in barrel lots.

# JAP-A-LAC Renews Linoleum

Giving new life and protection to linoleum is but one of the hundred uses Jap-a-lac finds in the home. Refinishing chairs, woodwork, furniture, stoves, radiators, pipes, etc.—all bring savings in actual cash.

You can make this kind of business a source of great profit to you. Especially if you handle Jap-a-lac. This wonderful Glidden product is so well known that it requires hardly an effort on your part to sell large quantities of it. Nearly every housewife has used Jap-a-lac and its remarkable quality has made a lifelong customer of her.

By selling *genuine Glidden Jap-a-lac* you not only derive the profits it nets you, but you are surrounding your entire business with Jap-a-lac reputation. Write for dealer proposition to-day.

**The Glidden Company, Limited**
**Toronto, Ontario**
***Branches at Montreal and Winnipeg***

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# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION, DOMINION

| | Blk. List. | Lesmok List. | Smkless. List. |
|---|---|---|---|
| 22 Short ... | ..... | $10 00 | 10 70 |
| BB Caps ... | ..... | ..... | $ 7 00 |
| 22 S. Mush .. | ..... | ..... | 11 50 |
| 22 Long .... | ..... | 12 00 | 15 00 |
| 22 L. Mush. . | ..... | ..... | 16 00 |
| 22 L. R., do. | ..... | ..... | 18 70 |
| 22 L. Rifle ... | ..... | 14 00 | 17 50 |
| 25 Short ... | $23 50 | ..... | ..... |
| 25 Long ... | 33 00 | ..... | ..... |
| 32 Short ... | 23 50 | ..... | ..... |
| 26/20 ... ... | 56 00 | ..... | 70 00 |
| 25 Colt Auto. | .... | .... | 53 00 |
| 30 Mauser . | ..... | ..... | 91 00 |
| 32 S. & W.. | 38 50 | ..... | 42 00 |
| 32 S. Colt .. | 38 50 | ..... | ..... |
| 32 Colt Auto. | ..... | ..... | 63 00 |
| 32/20 ... .. | 56 00 | ..... | 70 00 |
| 38 S. & W. . | ..... | ..... | 54 50 |
| 44 G. Getter . | ..... | ..... | 66 50 |
| 44/40 ... .. | 66 50 | ..... | 84 00 |
| 455 Target . | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross .... | ..... | ..... | 209 00 |
| 25/35 ..... | ..... | ..... | 125 50 |
| 30/30 .... . | ..... | ..... | 144 50 |
| 303 Savage . | ..... | ..... | 144 50 |
| 303 British . | ..... | ..... | 190 00 |
| 32/40 . ... . | 102 50 | ..... | 121 50 |
| 32 Special ... | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. .... | ..... | ..... | 190 00 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 35 Rem. Rim | ..... | ..... | 159 50 |
| 38/55 .. .. | 125 50 | ..... | 152 00 |
| 45/70-405 .. | 133 00 | ..... | ..... |

Dominion Ammunition—Discount 30/20%.

### AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AXES

| | | |
|---|---|---|
| Boys' Axes ..... | 14 25 | 15 50 |
| Hunters' Axes .... | 12 00 | 13 50 |
| Single Bits, doz. . | 18 00 | 19 50 |
| Double Bit ..... | 23 50 | 24 00 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2... | $ .25 | Group 3.... | $ .50 |
| Group 4... | .75 | Group 5.... | 1.00 |
| Group 6... | 1.25 | Group 7.... | 1.75 |
| Group 8... | 2.25 | Group 9.... | 2.75 |
| Group 10... | 3.25 | | |

Axes, Bench, 45 per cent. off list.

### BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

### BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 16/10/10 per cent.

Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
F.O.B. Montreal.

### BITS, AUGER

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3-16.... | $ 6.00 | 18-16.... | $12.00 |
| 4-16.... | 5.00 | 19-16.... | 14.00 |
| 5-16.... | 5.00 | 20-16.... | 14.00 |
| 6-16.... | 5.00 | 21-16.... | 16.00 |
| 7-16.... | 5.00 | 22-16.... | 16.00 |
| 8-16.... | 5.00 | 23-16.... | 18.00 |
| 9-16.... | 6.00 | 24-16.... | 18.00 |
| 10-16.... | 6.00 | 25-16.... | 21.00 |
| 11-16.... | 7.00 | 26-16.... | 21.00 |
| 12-16.... | 7.00 | 27-16.... | 24.00 |
| 13-16.... | 8.25 | 28-16.... | 24.00 |
| 14-16.... | 8.25 | 29-16.... | 27.00 |
| 15-16.... | 9.50 | 30-16.... | 27.00 |
| 16-16.... | 9.50 | 31-16.... | 30.00 |
| 17-16.... | 12.00 | 32-16.... | 30.00 |

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

### BOARDS, BAKE

| | ⅜ Rim. | ¾ Rim |
|---|---|---|
| 0—16 x 22 Doz. .... | $ 8 90 | $12 50 |
| 1—18 x 24 doz. .... | 10 78 | 12 80 |
| 2—18 x 29 doz. .... | 12 10 | 14 75 |
| 3—20 x 30 doz. .... | 13 86 | 17 75 |

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1, Daisy ..... | $38 00 |
| No. 10, Daisy ..... | 43 00 |
| No. 33 ..... | 21 00 |
| No. 35 ..... | 38 00 |
| No. 36 ..... | 43 00 |
| Perfection ..... | 48 00 |

### BOARDS (Wash) Zinc.

| | Dozen |
|---|---|
| Baby Globe ..... | $ 3 00 |
| Beaver (brass) ..... | 9 00 |
| Canada Glass ..... | 9 00 |
| Competition Globe (metal).. | 5 90 |
| Diamond King (glass) ..... | 8 75 |
| Enamel Queen ..... | 9 50 |
| Glass Globe ..... | 8 75 |
| Improved Globe ..... | 5 85 |
| Jubilee ..... | 7 15 |
| Neptune ..... | 6 50 |
| Newmarket King ..... | 7 15 |
| Pony ..... | 2 70 |
| Royal Globe ..... | 6 00 |
| Solid Back Globe ..... | 7 25 |
| Standard Globe ..... | 6 00 |
| Surprise ..... | .... |
| Supreme Zinc ..... | 6 50 |
| Western King (enamel) ..... | 9 50 |

F. O. B. Newmarket.
Subject to acceptance.

### BOILERS (Range)

| | each |
|---|---|
| 30-gal., standard ..... | 8 75 |
| 30-gal., extra heavy ..... | 11 50 |

Prices nominal.

### BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 20%.
Carriage Bolts ($1 list). 7-16 in. dia, and larger, 20 %.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 45%
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 30%.
Machine Bolts, 7-16 in. dia. and larger, 35 %.
Sleigh Shoe Bolts, all sizes, 20%.
Coach and Lag Screws, 40%.
Bolt Ends, 35%.
Square Head Blank Bolts, 35%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 30%.
Elevator Bolts, large head, 20%.
Elevator Bolts, corrugated heads 50%.
Fancy Head Bolts, 20%.
Shaft Bolts, ($3 list), 20%
Step Bolts, large head ($3 list) 20%.
Whiffletree Bolts, 20%.
Tire Bolts, 50%.
Stove Bolts, 65%.
Nuts, 2 in. and smaller, square Blank, add to list, 50 cents.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.00.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.00.
Tapped, add to list, $1.50.
Nuts, 2 in., and smaller, hexagon—

Terms—Cash in 30 days from date of shipment, less 2%.

### BORAX

Lump Crystal Borax, lb..13c-15c

F. O. B., Montreal, London, Toronto.

### BRASS

| | Base |
|---|---|
| Sheets, base, Montreal ..... | 0 30 |
| Do., Toronto ..... | 0 27 |
| Rods, base ½ to 1 in., round, Montreal ..... | 0 25 |
| Do., Toronto ..... | 0 27 |
| Tubing, seamless, base, Montreal ... ..... | 0 35 |
| Do., Toronto ..... ..... | 0 34 |

F.O.B. Montreal and Toronto.

### BROOMS

| | Doz. |
|---|---|
| No. 5, 4 strings..... | $ 6 65 |
| No. 5, standard..... | 7 50 |
| Little Beauty ..... | 9 40 |
| Royal Blue ..... | 13 90 |

### BUTTS

| | Wrought Steel— |
|---|---|
| No. 840 ..... | Net |
| No. 800 ..... | Net |
| No. 838 ..... | Net |
| No. 808 ..... | add 10% |
| No. 804 ..... | less 10% |
| No. 802 ..... | Net |
| No. 810 ..... | add 25% |
| No. 814 ..... | add 25% |

F.O.B. Toronto, Montreal, London, Hamilton.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### CEMENT

Quotations withdrawn. Prices on application.

### CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

### CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

### CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

### CLOCKS—ALARM—

| | each |
|---|---|
| Big Ben ..... | $ 3 75 |
| Good Morning, each ..... | 1 90 |
| Lookout ..... | 2 05 |
| Sleepmeter ..... | 2 25 |

### CLOTHES BARS AND DRIERS

| | Per doz. |
|---|---|
| Clothes Bars, No. 1 ..... | 14 40 |
| No. 2 ..... | 19 00 |
| No. 3 ..... | 14 40 |
| No. 4 ..... | 11 00 |
| No. 5 ..... | 16 00 |
| No. 6 ..... | 13 00 |

### CLOTHES HORSE, Etc.

| | Folding | Exten. |
|---|---|---|
| 4 ft. ..... | $13 50 | $27 00 |
| 5 ft. ..... | 17 00 | 34 00 |
| 6 ft. ..... | 20 00 | 40 00 |

### CLOTHES LINES (Galvanized)

| No. | 1,000 ft. |
|---|---|
| 18—100 ft. lengths ..... | $6 50 |
| 18—50 ft. lengths ..... | 7 10 |
| 19—100 ft. lengths ..... | 5 50 |
| 19—50 ft. lengths ..... | 6 75 |

F.o.b. Montreal, Toronto, London.

### COBBLER SETS

Common, per set ..... $1 35

### CLOTHES LINE REELS

| | Doz. net |
|---|---|
| No. 3 ..... | $20 00 |
| No. 3½ ..... | 21 60 |
| No. 4 ..... | 28 30 |

### COIL CHAIN

| | Fireweld | Proof B.B.B. |
|---|---|---|
| 5-16 inch ..... | ..... | 19 40 |
| ⅜ inch ..... | 15 30 | 16 55 |
| 7-16 inch ..... | 13 15 | 16 15 |
| ½ inch ..... | 12 75 | 15 75 |
| ⅝ inch ..... | 12 00 | 13 65 |
| ¾ inch ..... | 11 25 | 13 40 |
| ⅞ inch ..... | 10 80 | 13 00 |
| 1 inch ..... | 10 40 | 12 60 |

F.O.B. Montreal and Toronto.

| | Electric Weld Proof | B.B.B. |
|---|---|---|
| 3-16 in. ..... | 18 50 | 24 25 |
| ¼ in. ..... | 17 25 | 22 55 |
| 5-16 in. ..... | 14 90 | 18 80 |
| ⅜ inch ..... | 12 90 | ..... |
| 7-16 in. ..... | 12 50 | ..... |
| ½ in. ..... | 12 20 | ..... |
| ⅝ in. ..... | 11 45 | ..... |
| ¾ in. ..... | 11 25 | ..... |

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, .... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

### COMBS—CURRY—

| | Doz. |
|---|---|
| No. 111 ..... | $2 00 |
| No. 121 ..... | 2 20 |
| No. 127 ..... | 2 90 |

### CATTLE—

| | |
|---|---|
| 98 ..... | $2 60 |
| 100 ..... | 3 70 |

F.O.B. Montreal, Toronto, Hamilton, London.

### COPPER—

| | Mont. Base | Toronto Base |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. ... | 0 32 | 0 32 |
| Soft sheets, plain, 16 oz. and heavier, lb. | 0.34 | 0 32 |
| Plain Tinned, 16 oz. and heavier, lb. .. | 0 38 | 0 40 |
| Polished and Tinned 16 oz. and heavier, lb. ... ..... | 0 42 | 0 45 |
| Tubing, lb. ..... | 0 39 | 0 37 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 6 lbs., 45c. F.o.b. Montreal.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. ..... | $0 52 |
| No. 7, lb. ..... | 0 51 |
| Nos. 8, 9, 10, 12..... | 0 50 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CROWBARS

Per 100 lbs.—Montreal, $9.00; Toronto, $9.50; London, $9.75.

### DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

| | |
|---|---|
| 2 ft. 6 in., doz. ..... | $45 00 |
| 2 ft. 8 in., doz. ..... | 45 60 |
| 2 ft. 10 in., doz. ..... | 46 70 |
| 2 ft. 7 in., doz. ..... | 46 80 |

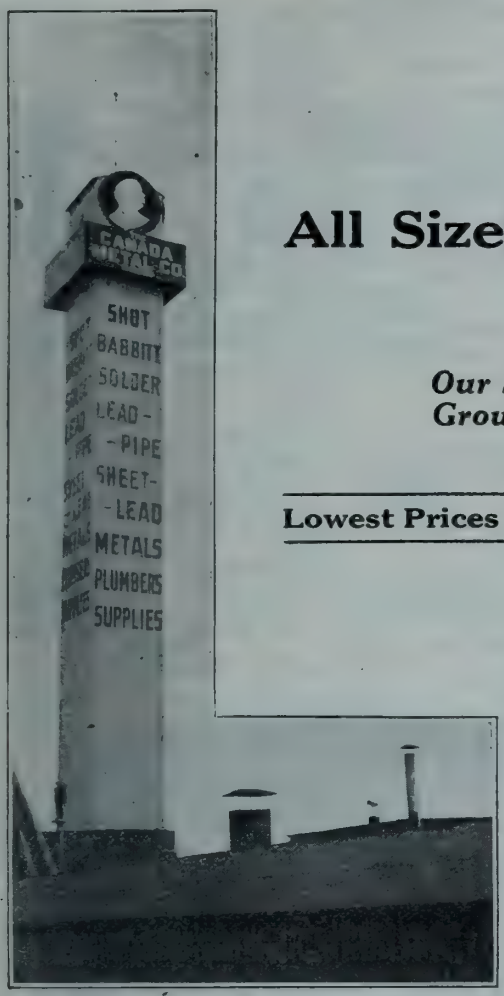
### DRILLS—

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank

| | List each. | | |
|---|---|---|---|
| ⅛..... | $0.45 | 19/32..... | $1.20 |
| 5/32..... | .45 | ⅝..... | 1.30 |
| 3/16..... | .50 | 21/32..... | 1.40 |
| 7/32..... | .55 | 11/16..... | 1.50 |
| ¼..... | .60 | 23/32..... | 1.60 |
| 9/32..... | .65 | ¾..... | 1.70 |
| 5/16..... | .70 | 25/32..... | 1.80 |
| 11/32..... | .75 | 13/16..... | 1.90 |
| ⅜..... | .80 | 27/32..... | 2.00 |
| 13/32..... | .85 | ⅞..... | 2.10 |

(Continued next page.)




# SHOT

**All Sizes** **25 Lb. Bags**

**Kegs or any weight**

***Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.***

**Lowest Prices** **Highest Quality** **Immediate Shipment**

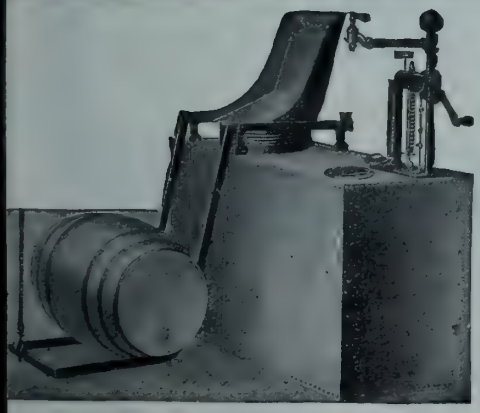
ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

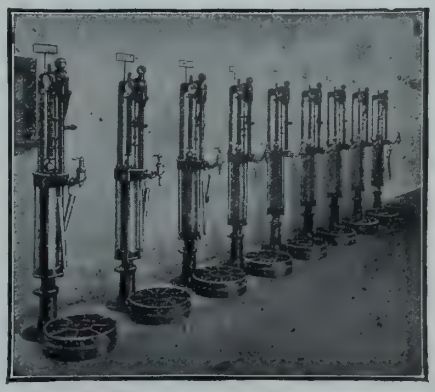
**Toronto Montreal Winnipeg Vancouver**

# Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

**BOWSER** ESTABLISHED 1885

## Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

**S. F. BOWSER COMPANY, Limited**
66-68 Frazer Avenue, TORONTO, CANADA
Sales Offices in All Centers Representatives Everywhere

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street

**DRILLS**—Continued

| | | | |
|---|---|---|---|
| 7/16 | .90 | 29/32 | 2.20 |
| 15/32 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

**BIT STOCK**, list per doz., less 45%.

| | | | |
|---|---|---|---|
| 3/32 | $2.70 | ⅜ | $8.50 |
| ⅛ | 3.00 | 7/16 | 10.50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4.00 | 9/16 | 15.50 |
| 7/32 | 4.50 | ⅝ | 18 00 |
| ¼ | 5 00 | 11/16 | 21.00 |
| 9/32 | 6.00 | ¾ | 24 00 |
| 5/16 | 7 00 | ⅞ | 30.00 |

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

**EMERY CLOTH**
See under Sandpaper.

**ENAMELWARE**
See prices under heading Wares.

**FILES AND RASPS**
Discounts below apply to list of Nov. 1, 1899.

| | |
|---|---|
| Great Western, Amer. | 50% |
| Kearney, Foot, Arcade | 55% |
| J. Barton Smith, Eagle | 55% |
| P. H. and Imperial | 55% |
| Globe | 55% |
| Nicholson | 32½% |
| Black Diamond | 32½% |
| Delta Files | 20% |
| Firth Files | 50% |

F.o.b. Toronto, Montreal, London and Hamilton.

| FITTINGS— | Mont. | Tor. |
|---|---|---|
| Cast iron fittings | 20% | 20% |
| Malleable bushings | 30% | 30% |
| Cast bushings | 30% | 30% |
| Unions | 40% | 40% |
| Flanged unions | 20% | 20% |
| Plugs, cast iron | 22½% | 27½% |
| Plugs, solid | .... | 10% |
| Plugs, countersunk | net | net |
| Couplings, 4 in. and under | 25% | 25% |
| Do., 2½ in. and larger | 5% | 5% |

| POUND GOODS— Class— | Blk. Montreal | Galv. |
|---|---|---|
| A | .... | .... |
| B | 0 20 | 0 28 |
| C | 0 13 | 0 20 |
| | Toronto | |
| A | 0 60 | 0 75 |
| B | 0 24 | 0 34 |
| B | 0 15 | 0 24 |

**NIPPLES, WROUGHT**
Close and short, 4 in. and under, 45%, 4½ and larger, 35%; long. 4 in. and under, 55%, 4½ in. and larger, 45%; running thread, 4 in. and under, 25%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

| GRINDSTONES— | Per 100 lbs. |
|---|---|
| Under 50 lbs., 1½ to 1¾" face | 5 00 |
| Under 50 lbs., 2¼ to 3" face | 4 25 |
| Over 50 lbs., 2¼ to 3" face | 4 00 |
| Bi-Treadle, each | 9 75 |
| Cycle BB | 8 75 |

| GRINDSTONE FIXTURES | Doz. |
|---|---|
| No. 22 | $9 60 |
| No. 33 | 9 95 |
| No. 2½ | 11 90 |
| No. 3 | 12 00 |

F.o.b. Toronto.

| HALTERS, LEATHER | Doz. |
|---|---|
| Russett rope tie, 1 in. | .... |
| Black, rope tie, 1 in. | .... |
| Black, rope tie, 1¼ in. | .... |
| No tie, 1 in. | .... |
| No tie, 1¼ in. | .... |

**HALTERS, ROPE**

| | |
|---|---|
| Sisal, 7-16 in. | .... |
| Do., 9-16 in. | .... |
| Jute, 7-16 in. | .... |
| Do., 9-16 in. | .... |

**HAME FASTENERS**

| | Per Doz. |
|---|---|
| Dodson | $4 60 |

| HAMMERS, NAIL | Doz. |
|---|---|
| No. 21 | $14 00 |
| No. 1 | 19 00 |
| Nos. 1½, 61½ | 18 75 |

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can. 2-2½ lbs., cwt. | $25 00 |
| Do., 3-4½ lbs. | 23 00 |
| Do., 5 lbs. and over | 16 00 |
| Masons, 2-2½ lbs. | 31 50 |
| Do., 3-4½ lbs. | 28 25 |
| 5 lbs. and over | 23 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HAMMERS, STRIKING**

| | |
|---|---|
| No. 38, No. 46, 5 lbs. and over | $16 00 |

**HAMMERS, MACHINIST**

| | |
|---|---|
| No. 30, 1-lb. | $12 60 |
| No. 30, 1¼-lb. | 13 50 |

Net.

**HANDLES (WOOD)**
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

**HANGERS, BARN AND PARLOR.**
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

| | List |
|---|---|
| Atlas No. 0 | $13 35 |
| Do., No. 1 | 13 80 |
| Do., No. 2 | 15 85 |
| Stearns, 4 in. | 12 80 |
| Do., 5 in. | 16 00 |
| Perfect, No. 1 | 10 50 |
| Canada | 13 25 |
| Hatch | 13 25 |
| National | 15 00 |
| America | 19 00 |
| Great West | 30 00 |

**HATCHETS, LATHING**

| | Per Doz. |
|---|---|
| No. 3 | $10 25 |
| No. 4 | 11 25 |

**HATCHETS, SHINGLING**

| | |
|---|---|
| No. 1 | $10 25 |
| No. 2 | 11 25 |

**HATCHETS, BARRELLING**

| | |
|---|---|
| Nos. 50, 60 | $15 75 |

**HATCHETS, CLAW**

| | |
|---|---|
| No. 7 | $12 25 |
| No. 8 | 13 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Glower Heater | $12 00 |
| Heatray Heater | 14 00 |

Discount 22%-33%, according to quantity.

| | |
|---|---|
| Majestic, 1 Burner | $11 50 |
| Do., 2 Burner | 17 50 |

Discount 27½%.

| | |
|---|---|
| Universal | 13 80 |

Discount 20 and 5%.
F.o.b. Toronto.

**HINGES, SPRING**

| | |
|---|---|
| No. 200 and No. 20, per doz. | $ 2 50 |
| Ajax Floor No. 3111, per set | 1 85 |
| Reliance Door No. 270. | |
| Light, per doz. | 3 15 |
| Medium, per doz. | 4 20 |
| Heavy, per doz. | 6 40 |

**HINGES, TEE AND STRAP**

| Heavy in Bulk. | Strap Doz. pairs. | Tee |
|---|---|---|
| 4 inch | $3 00 | $2 55 |
| 5 inch | 3 70 | 3 20 |
| 6 inch | 4 00 | 3 60 |
| 8 inch | 5 40 | 4 10 |
| 10 inch | 9 60 | 7 30 |
| 12 inch | 11 90 | 11 60 |
| 14 inch | 13 60 | 11 80 |

Discount 35%.

| Light. Net Prices. | | |
|---|---|---|
| 3 inch | $0 90 | $0 90 |
| 4 inch | 1 08 | 1 00 |
| 5 inch | 1 26 | 1 17 |
| 6 inch | 1 53 | 1 35 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

| | |
|---|---|
| HOES. Grub | $9 75 |

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 90 | $7 50 |
| No. 3, per doz. | 5 00 | 8 00 |
| No. 4, per doz. | 5 10 | 8 50 |
| Little Giant, | 8 00 | ... |
| Barden Patent | 8 00 | .... |

F.o.b. Montreal, Toronto.

**HORSESHOES**

| Patterns | Sizes made | Price per keg No. 2 and larger | No. 1 and smaller Less 20c |
|---|---|---|---|
| Light iron | 0-7 | $7.75 | $8.00 |
| Long heel light iron | 3-7 | 7.75 | |
| Medium iron | 1-8 | 7.75 | 8.00 |
| Heavy iron | 6-8 | 7.75 | |
| Snow | 1-6 | 8.00 | 8.25 |
| New-light "XL" steel | 1-6 | 8.20 | 8.45 |
| Featherweight "XL" steel | 0-4 | 9.60 | |
| Special-countersunk | 0-4 | 10.10 | ... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $19 00 |
| Do., ⅝ in., 10 ft. | 21 50 |
| Do., ¾ in., 100 ft. | 25 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**IRON AND STEEL**
See weekly report.

**IRON, TINNED**
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

**IRONS (SAD)**

| | |
|---|---|
| Potts, polished, per set | $2 18 |
| Potts, nickel plated, per set | 2 30 |
| Potts handles, japd., doz. | 2 15 |
| Common, No. 1, 4 and 5 lbs. | 18 00 |
| Do., 6 lbs. and up | 17 00 |

F.o.b. Montreal.

**IRONS, ELECTRIC**
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

**KNIVES, HAY**

| | |
|---|---|
| Spear Point | $19 00 |
| Lightning | 17 50 |
| Heath's | 17 50 |

**LADDERS, ETC.**

| Step Ladders | Per ft. |
|---|---|
| Standard | 0 46 |
| Household | 0 30 |
| Shelf Lock, 4 to 8 ft. only | 0 32 |
| Faultless, 4 to 8 ft. only | 0 45 |
| Do., 10, 12 and 14 ft. | 0 53 |
| **Single and Fruit Picking** | |
| 10 ft. to 16 ft. | 0 28 |
| 18 ft. to 20 ft. | 0 29 |

F.o.b. Toronto, Hamilton, London,

| Roped and Straight Extension Ladders | |
|---|---|
| 20 to 32 ft. | 0 32 |
| 36 to 44 ft. | 0 35 |
| Over 44 ft. | 0 43 |
| Special quality, 20 to 40 ft. | 0 40 |
| Three section extension | 0 40 |

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS.** Per doz.

| | |
|---|---|
| Short or Long Globe, plain or jap'd | $12 00 |
| Dash, plain | 18 75 |
| Do., Japd | 19 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES**
Cold Blast, Short or Long

| | |
|---|---|
| 1 doz. cases | $1 65 doz. |
| 3 doz. cases | 1 55 doz. |
| 6 doz. cases | 1 35 doz. |
| Cold blast, genuine ruby | 5 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES**— Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $2 25 |
| Do., No. 3 | 3 15 |
| Do., No. 4 | 4 70 |
| Barn Door, No. 5 | 3 30 |
| Do., No. 9 | 2 50 |

F.o.b. Montreal, Toronto, London.

**LEAD**—
For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**—

| | List each. |
|---|---|
| Dowswell | $12 75 |
| Noiseless | 17 50 |
| Hamilton | 14 00 |
| Peerless | 14 50 |
| Snowball | 19 50 |
| New Century, style A | 19 75 |
| New Century, style B | 21 75 |
| New Century, Electric | 160 00 |
| Playtime, engine drive | 27 00 |
| Ideal Power | 30 00 |
| Seafoam, electric, style A | 105 00 |
| Seafoam, engine drive | 50 00 |
| Sunshine | 10 25 |
| Popular | 14 50 |
| Economic | 16 00 |
| Puritan | 19 50 |
| New Champion | 21 50 |
| Home | 21 50 |
| Vacuum | 28 00 |
| Home Water, motor | 28 00 |
| Whirlpool, water power | 31 00 |
| Hydro, 1 Tub, engine drive | 57 00 |
| Do., do., electric | 116 50 |
| Rotary water motor washer | 29 00 |
| Connor ball-bearing, with rack | 22 75 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 132 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor, vacuum | 27 50 |
| Patriot | 21 50 |
| Jubilee | 12 50 |
| Canada First | 21 50 |

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MATTOCKS**—

| | |
|---|---|
| Cutter, doz. | $12 25 |
| Pick, doz. | 12 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**—

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $36 24 |
| No. 8, dozen | 40 92 |
| Universal— | |
| No. 4, dozen | $40 00 |
| No. 8, dozen | 52 00 |

| MOPS— | Doz. net. |
|---|---|
| Liquid Veneer | $20 00 |
| O-Cedar, less handle | 14 00 |
| Do., with handle | 16 00 |
| S. W. Mops, complete | 4 75 |
| Mop Sticks, No. 8 | 2 00 |
| Cast Head Mop | 2 00 |
| Crescent, No. 10 | 2 85 3 25 |
| Crank wringing | 7 00 9 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**—

| | |
|---|---|
| Adanac | 35% |
| Woodyatt | 10% |
| Empress | 15% |
| Mayflower | 25% |
| Ontario Daisy | 15% |
| Star | 10% |
| Brockville K | Net |
| Brockville C | Net |
| Brockville BB | Net |

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

**NAILS**—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| 1 inch | $1 50 | 2¾ inch | $0 30 |
| 1⅛ inch | 1 40 | 3 inch | 0 20 |
| 1¼ inch | 1 15 | 3¼ inch | 0 15 |
| 1½ inch | 0 80 | 3½ inch | 0-10 |
| 1¾ inch | 0 75 | 4 inch | 0 05 |
| 2 inch | 0 60 | 4½ inch | 0 05 |
| 2¼ inch | 0 55 | 5 inch | base |
| 2½ inch | 0 30 | 5½ inch | base |
| | | 6 inch | base |

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.30 base.
Owen Sound or Collingwood, $4.40 base.
F.o.b. Montreal, $4.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.30.
Sault Ste. Marie, Port Arthur, Fort William, $4.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

**NAILS, CUT**—
Montreal, $4.85; London, $5.20 base; Toronto, $5.20.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.
F.o.b. Montreal, Toronto, Hamilton,

TRADE ELASTICA MARK.

**TORONTO EXHIBITION 1921**

# We'll Be At Booth No. 87

## *Under The Grandstand*

Call at Booth No. 87, when you are making a round of the Exhibition, You will find friends there—fellows who will make the ten or fifteen minutes you spend at the Elastica Booth, full of interest for you.

If you "are one of us," you will see and hear much at the Elastica Booth to renew your enthusiasm in these Quality Paints and Varnishes. If you are not "one of us," the welcome will be none the less cordial and sincere.

Anyway you stand to gain something from your visit. An explanation of our Sales and Service Policy is worth listening to—a scrutiny of our dealer Sales Helps will show the extent of our efforts to increase your sales returns.

Come then and see us. You won't have any trouble finding Booth No. 87, under the Grandstand. We have made every arrangement to ensure that your vsit will prove both pleasant and profitable.

*This Invitation Is Extended To You Personally*

*by*

**INTERNATIONAL VARNISH CO. LIMITED.**

Vancouver, Halifax, TORONTO, Montreal, Winnipeg

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Here is a popular high-grade all-cast type furnace in which you will be able to interest your customers without difficulty. You can assure them that a Willian son Pipeless Furnace will give all we say it does and eliminate the inconveniences so much to be feared by the careful purchaser.

# The Williamson Pipeless Furnace

has been devised to meet the demand that the popularity of this type of furnace has created and developed throughout the country

## Gives

Clean, even, adequate heat. Healthful, properly humidified air.

Efficiency and economy.

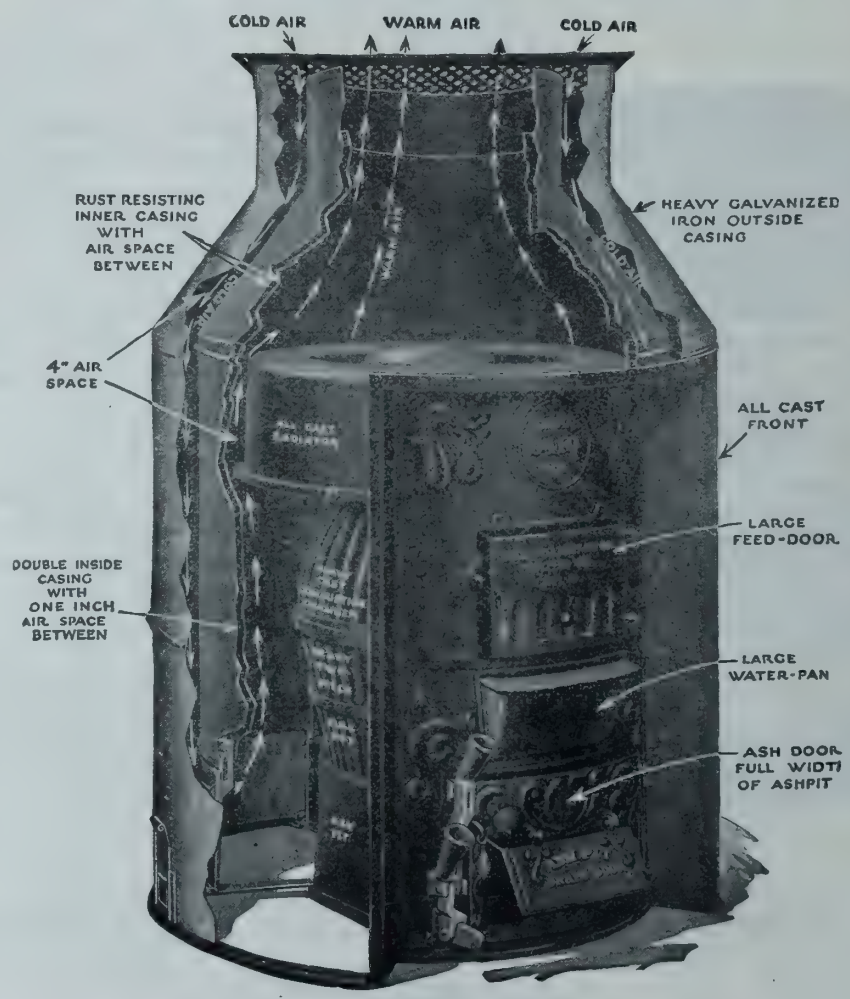
The fire in the cellar and warm air in the rooms above.

A cellar that is just right in space and temperature.

A clean, roomy house.

A safe heating plant, all heated parts surrounded by a jacket of cold air.

A guaranteed product, a sound investment.




Every Williamson Pipeless Furnace sold means a satisfied customer
Write today for complete information and prices

## Eliminates

The kind of heat that on a cold day freezes one side of the house and roasts the other.

High Temperature dry air—the best conductor of sickness.

Big fuel bills and cold homes.

The fire in the house and the heat out the chimney.

A cellar crowded with pipes and a cellar either freezing or too hot.

Space - taking stoves and grates with soot, ashes and coal dust all over.

The constant menace to a home and children from fire.

The worry and chance of a losing proposition.

# The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested, tear out this page and place with letters to be answered.

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

*Write and let us explain the advantage of an agency*

**G. F. Stephens & Co.**
**Limited**

*Paint and Varnish Makers*

**Winnipeg Calgary Edmonton**

Solignum
WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Watch For Our Ad. Featuring

Hardware & Building
CASTINGS

FOUNDRY
TRADE GALT K-T ONT. MARK

The four essential points are here
Strength and Looks · Price and Wear
Ask Your Jobber
JOHNSON IDEAL HALTER Co., Sarnia, Ont.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

When Writing to Advertisers Kindly Mention this Paper.


If interested, tear out this page and place with letters to be answered.

# TINKER TOM'S TALKS.

Tinker Tom Talk No. 325—August 13th.

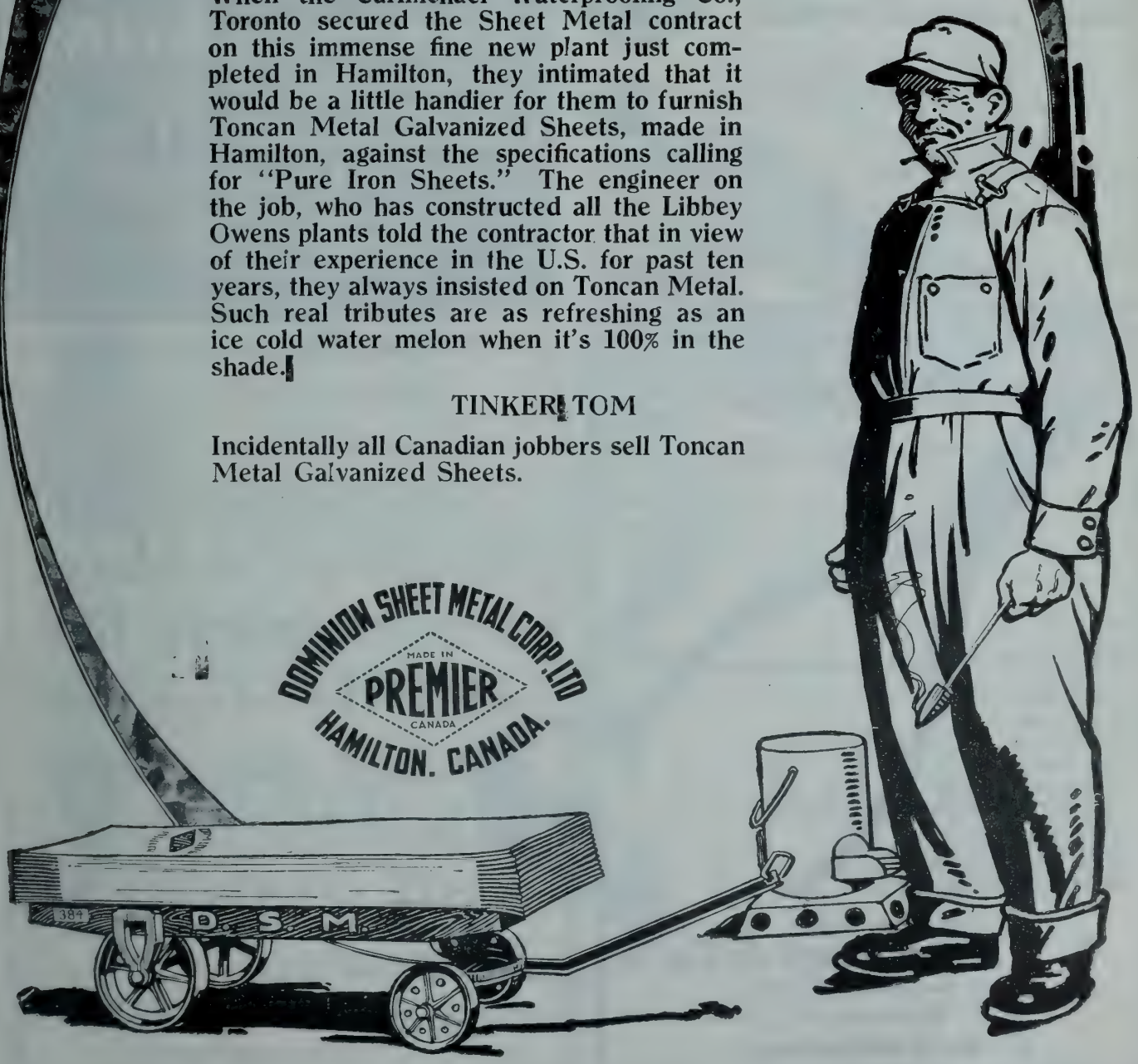
A little series on prominent users.

**CANADIAN LIBBEY OWENS GLASS COMPANY**

When the Carmichael Waterproofing Co., Toronto secured the Sheet Metal contract on this immense fine new plant just completed in Hamilton, they intimated that it would be a little handier for them to furnish Toncan Metal Galvanized Sheets, made in Hamilton, against the specifications calling for "Pure Iron Sheets." The engineer on the job, who has constructed all the Libbey Owens plants told the contractor that in view of their experience in the U.S. for past ten years, they always insisted on Toncan Metal. Such real tributes are as refreshing as an ice cold water melon when it's 100% in the shade.

TINKER TOM

Incidentally all Canadian jobbers sell Toncan Metal Galvanized Sheets.



IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

# BRASS TACKS

Brass and Brass Plated

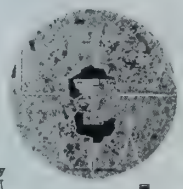
FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

**Dominion Tack & Nail Co.**
Limited
Galt - Canada

# "CROWN" METAL SHINGLES

Securely Locked On All Four Sides



"Crown" Lock All Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder, exposed nails, or anything that permits deterioration through the action of natural elements.

For details and information on any sheet-metal problem write –

McFarlane-Douglas Co.,
Limited.
Ottawa, Canada.

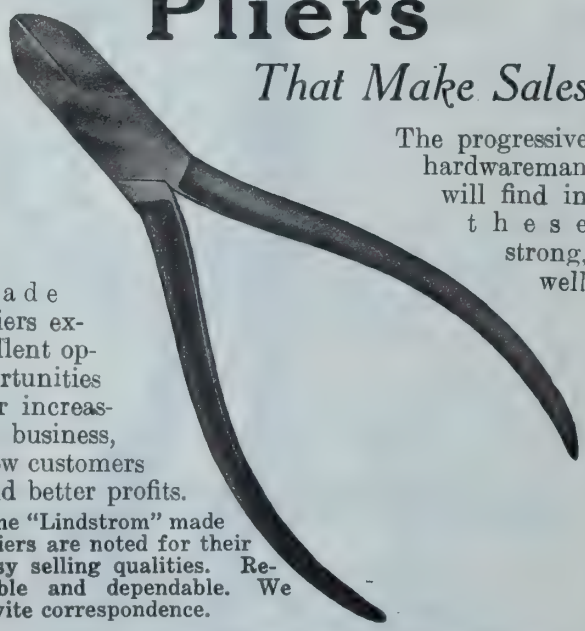
# WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

# Pliers

*That Make Sales*



The progressive hardwareman will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

*Canadian Agent:*
**F. W. Lamplough & Co.**
46 St. Alexander St., Montreal

*Manufacturer*
**F. E. Lindstrom**
SWEDEN

Advertising in Hardware & Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

# GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for one light of Glass or car-lots.

We are receiving quantities of Belgium Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Wire or Phone for Prices*

## Hobbs Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Opening the Strap

## O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

**O-Rib-O Manufacturing Co.**
Winnipeg, Manitoba

GERMANTOWN
## LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
**LAMPBLACK**
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

# Window Glass

*Also Plate, Figured, Bent, and Ornamental Glass*

RED S

*Stained, Wired, Mirror*

*Order Early*

**The Toronto Plate Glass Importing Co., Limited**
Don Roadway Toronto

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## SITUATIONS WANTED

SITUATION WANTED — POSITION AS Hardware clerk in Saskatchewan preferred. 12 years' experience, best references. Apply 1079 3rd N.W., Moose Jaw, Sask.

FIRSTCLASS HARDWAREMAN WITH twelve years wide experience seeks position. Am capable of managing, buying or selling. Single. Box 266 Hardware and Metal.

A FIRST CLASS HEAD SALESMAN WANTS to change position. Excellent window dresser and stockkeeper. Box 267 Hardware and Metal.

POSITION AS HEAD CLERK, BUYER, Invoice Clerk or Manager of store. Capable of taking charge. 15 years' experience, best of references. Box 274 Hardware and Metal.

POSITION AS HARDWARE CLERK, THOROUGHLY experienced and capable. Best of references. Apply Box 279 Hardware and Metal.

## HELP WANTED

HELP WANTED—WANTED IMMEDIATELY experienced Hardware Salesman, for Retail Store. Box 261 Hardware & Metal.

BOOKKEEPER, EXPERIENCED FOR Hardware in Saskatchewan village. State age, experience, references and salary expected. F. W. Moorlend, Adanac, Sask.

## WANTED

WANTED—TINSMITH TO RENT AND run tinshop in connection with our business. Been estabished thirty years and good business guaranteed from start. Mitchell's Hardware Ltd.' Brandon, Manitoba.

WANTED—GOOD HARDWARE BUSINESS, or Partnership in large store. Box 90 Hardware and Metal.

## FOR SALE

STOVE REPAIRS, FIRE BRICKS, IRON Linings, Water Fronts, for Garlands, Pen Esters, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Magnets, Colonials, Colonists and all kinds of stoves. Write for Complete list and prices. Grundy Bros., Strathroy, Ont.

HARDWARE BUSINESS IS ONE OF THE best framing districts in Eastern Ontario doing a good business. Stock about $6000.00. Owner has other business. Box 271 Hardware and Metal.

HARDWARE BUSINESS IN CENTRAL Ontario Stock $17000.00. Can be reduced. Splendid district. Box 272 Hardware and Metal.

FOR SALE—POLARINE AND MOBILE ARtic and E Oils for sale cheap. Prowse, Beaumaris, Muskoka.

FOR SALE—IN A GOOD TOWN AND COMmunity Brooklin, Ont. Stock Eight thousand can be reduced to Five. Uriah Jones.

FOR SALE—HARDWARE BUSINESS IN central Saskatchewan. Stock Twelve Thousand. Turnover Forty Thousand. Box 260 Hardware & Metal.

FOR SALE—MONARCH SIMPLEX MELTing Furnace for Copper, Brass, Bronze, Aluminum, Ferro Silicon, Ferro Maganese, Gold, Silver, etc. Will use oil or gas fuel. Practically new. For particulars, apply, Burrows Refining Co Ltd., 629 Wellington St., Ottawa, Ont.

## MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

TRAVELLER COVERING EASTERN ONTari1 calling, departmental, hardware nd paint trade, wants side line. Dalton 490 McLeod St., Ottawa.

*Advertisements on this page*
*2 cents a word*
*payable in advance*

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

**If interested, tear out this page and place with letters to be answered.**

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

## Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

*$1.00 Postpaid*

**Myers Wonderful Speedy Hand Stitcher**

Repair shop in itself, mends harness, shoes, auto tops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

C. A. MYERS COMPANY
6326 Woodlawn Ave. Chicago, Ill. U.S.A.

## DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

| Retail Prices | | |
|---|---|---|
| | Single Spiral Colored Bands | $1.00 for 100 |
| | Ribbon Bands Colored | $1.65 for 100 |
| | Challenge Adjustable Bands | .90 for 100 |

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS, SMITHS FALLS, ONT.

## "Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

## STERLING

**Hack Saw Blades and Machines**

*Manufactured by*

**Diamond Saw & Stamping Works**
BUFFALO, N.Y.

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

***Toronto Foundry Co.***
884 Davenport Road TORONTO, CAN

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

## BATH ROOM FITTINGS

K NIAGARA

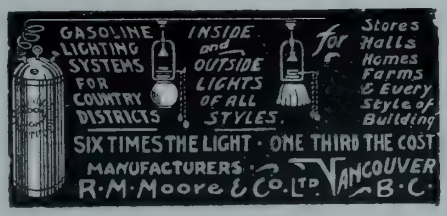
**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

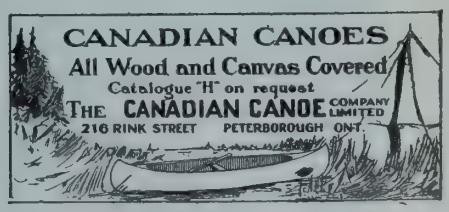
## AUTO ACCESSORIES

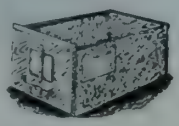
*Curtain Rods, Household Fixtures, Bathroom Fittings.*

Newell Mfg. Co. Ltd., Prescott, Ont.

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.



## Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*

**Cameron & Co.**
74 Logan Ave. Toronto, Ont.

Advertising in Hardware & Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

If interested, tear out this page and place with letters to be answered.

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LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES


If interested, tear out this page and place with letters to be answered.

THE FISHERMAN KNOWS
and looks for the famous ship trade mark that identifies the rope that will best meet his needs,---Plymouth Rope.
You can make no mistake in following the example of this man whose whole life is spent handling rope.
Furnish your customers with that rope value secured only in Plymouth --- The Rope You Can Trust.
PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Can.
INDEPENDENT CORDAGE CO., LIMITED
Canadian Sales Agents.
TORONTO, CAN.
PLYMOUTH
TRADE MARK
1824

**Mr. Stripes** is out to speed up your turnover of Burgess Dry Batteries and Flashlights with sales helps.

Quick turnover means bigger profits! Many merchants turn over their Burgess stocks six to ten times a year.

Mr. Stripes' help is yours for the asking—Send us a card today for full information.

# BURGESS BATTERIES

## Free
## Sales Helps
## Blotters
## Store Cards
## Window Signs
## Newspaper Cuts

There is a package of the above helps waiting for you to say "come!"—Write for it today.

ROUND CARTON

## Send Your Jobber a Trial Order

Have a stock on hand and see how quickly they turn over.

No. 6 Burgess Batteries, 125 in bbl., $41.00 per 100.

No. 6 Burgess Batteries, 50 in box, $42.00 per 100.

BURGESS UNIPLEX BATTERIES

Nos. 461, 462, $2.05 each; Nos. 561, 562, $2.50 each.

ASSORTED BARRELS

50 No. 6 batteries, and 12 No. 461 Uniplex, $45.10 per bbl.

## BURGESS BATTERIES, LIMITED

*General Office and Works:* WINNIPEG, MANITOBA

*Laboratories:* MADISON, WIS.

*Sales Offices:*

CHICAGO NEW YORK KANSAS CITY ST. PAUL

33rd ANNUAL FALL NUMBER

# Hardware and Metal

Published Every Saturday
Since 1888

Single Copies
50c.

Vol. XXXIII. No. 34

THE MACLEAN PUBLISHING C
PUBLICATION OFFICE: TO

AUGUST 20.1921

# No Merchant can make a mistake




*in confining his Mop and Polish Business to*

## O-Cedar Polish

**and the**

## O-Cedar Polish Mop

*Retail Selling Prices*

*O-Cedar Polish*
In Bottles 30c and 60c
In Tins $1.50, $2.50 & $3.50

*O-Cedar Polish Mop*
Small Size $1.25
Large Size $2.00

Advertised constantly for the past ten years to the women of Canada. The indisputed choice to-day of women who take a pride in their furniture and floors.

Featured in store and in window by the thousands of enterprising merchants who strive to hold customers by giving them what they want.

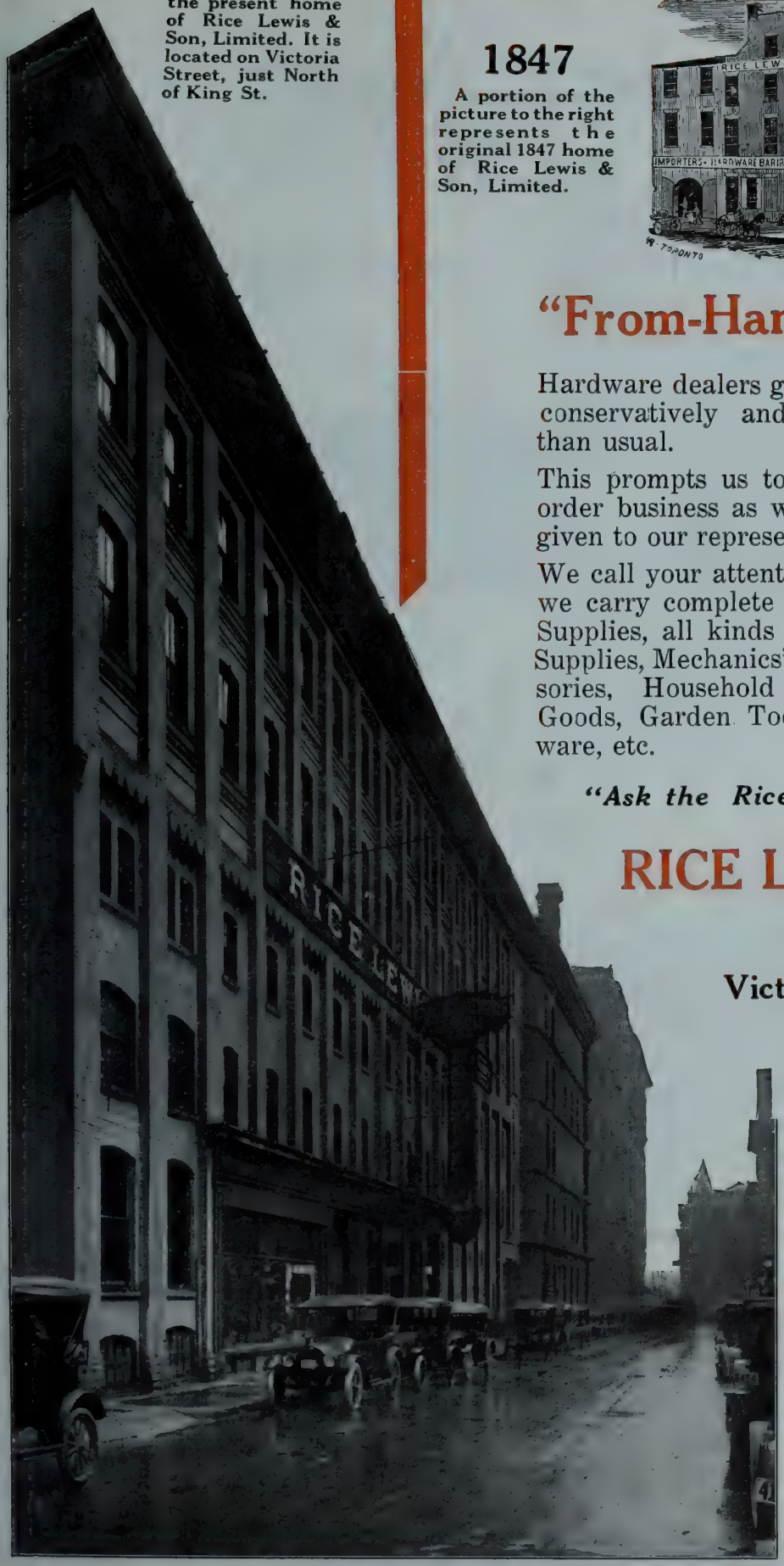
---

## Channell Limited

**Toronto**

## 1921

**Below is shown the present home of Rice Lewis & Son, Limited. It is located on Victoria Street, just North of King St.**




## 1847

**A portion of the picture to the right represents the original 1847 home of Rice Lewis & Son, Limited.**

# "From-Hand-to-Mouth"

Hardware dealers generally are buying conservatively and more frequently than usual.

This prompts us to solicit your letter order business as well as the business given to our representatives.

We call your attention to the fact that we carry complete stocks of Builders' Supplies, all kinds of Metals, Factory Supplies, Mechanics' Tools, Auto Accessories, Household Goods, Sporting Goods, Garden Tools, General Hardware, etc.

***"Ask the Rice Lewis Man"***

## RICE LEWIS & SON,

**Limited**

**Victoria Street**

**TORONTO**

***"The House of the Padlock"***

*If interested tear out this page and place with letters to be answered.*

# Enameled Ware the Clean Ware

## *Always the Standard in Kitchen Utensils*

No. 900 Pearl Savoy Tea Kettles

No. 800 Diamond Straight Sauce Pans

*Mr Merchant:*

Do you, when selling enameled ware to the housewife, tell her about its **cleanliness?**

Explain that it is made from a steel base—this gives the strength and durability—then, that on this base is fused at a great heat vitreous enamel.

The smooth porcelain-like surface which results, not only resists the action of all food products, alkali water and alkaline cleansing compounds, but is more **easily and quickly cleaned.**

During hot weather clean, sanitary kitchen utensils that are easily kept clean make an irresistible appeal.

**Attractive window displays of Enameled Ware—The Clean Ware—will create a greater demand. Write for our plan.**

## Shipments Made Promptly

The **Sheet Metal Products Co.,** of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

SMP "QUALITY"

SMP "QUALITY"

*If interested tear out this page and place with letters to be answered.*

# UNIVERSAL

## Garage Door Sets

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Customers that have enjoyed the benefits of the Universal Set are sure to return to your store for other lines. Canada Steel Goods are always builders of trade.

## Packing

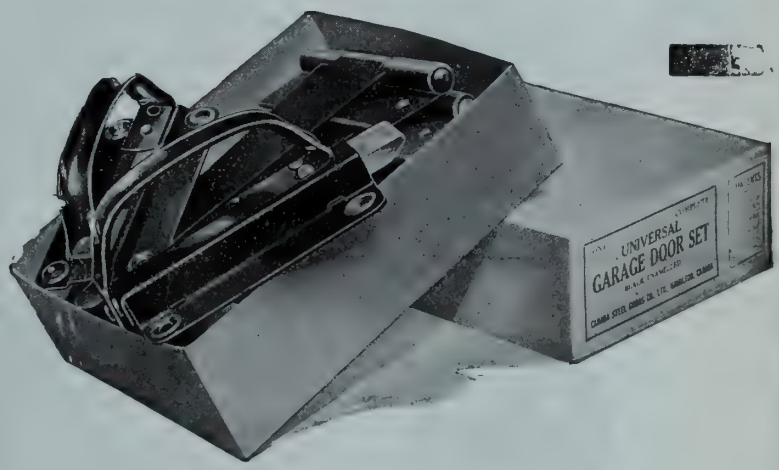
**That Reduces Selling Costs**

by saving selling time in the handling—no hunting and unwrapping. C. S. G. Co. products "are there"—complete even to the screws.

**3—Pair 8-inch Extra Heavy Tee Hinges.**
**1—No. 1056 x 6 inch Wrought Steel Chain Bolt.**
**1—No. 1056 x 6-inch Wrought Steel Foot Bolt.**
**1—No. 1240 Wrought Steel Door Latch.**

This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case.

**Ask for prices**




# Canada Steel Goods Co., Limited

## Hamilton, Canada

*If interested tear out this page and place with letters to be answered.*

# *Bigger Profits*
## *on*
# *Wall Burlaps*

Now that prices are lower on Decorative Wall Burlaps than they have been for several years, hardware merchants should sell them more readily, for it is price that has caused the buyer to hesitate.

Considering the advantages, DECORATIVE WALL BURLAPS are moderate in cost. For a given purpose they cost less, indeed, than many other types of wall coverings, and they give general all around satisfaction.

The cost to lay in a stock of DECORATIVE WALL BURLAPS in the three shades, white, drab and green, is very small. Then, with a little informative selling argument when your customers are building direct definite, profitable sale may be readily made.

**Keep decorative Wall Burlaps displayed**

**Double your sales and profits this Fall**

*Have you our latest price list?*

## Dominion Oilcloth and Linoleum Co., Ltd.

**Montreal**

*If interested tear out this page and place with letters to be answered.*

# "DURO"
# ALUMINUM WARE
# 99% PURE

## Canada's Most Popular Cooking Utensil
## Wide Range to Choose From

No. 170 Oval Roaster Seamless
18¼ in. Long

"Duro" is setting the pace in the quality race.

Every Piece Guaranteed

Leading Jobbers Handle "Duro"

No. 175 Round Roaster
12 in. Diameter

No. 165 Tea Kettle
5 quart

Send for trial order—Duro Aluminum Cleanser. Contains six pads steel wool, one cake soap.

No. 350 Coffee Percolator
8 cup

Black Handle Sauce Pan
1, 2 and 3 quart.

MADE IN CANADA BY

# W. D. SHAMBROOK & CO.

HAMILTON - ONTARIO

Representatives:

A. T. Chambers, Vancouver. L. T. Walls Sales, Ltd., Winnipeg.
J R. Anderson, 36 St. Dizier St., Montreal. Armstrong & Patterson, St. John, N.B.


*If interested tear out this page and place with letters to be answered.*

# PEXTO

GUARANTEED

# SNIPS

## Are You Getting Your Share of Snip Sales?

If you are not, it may be because you do not stock a large enough variety of styles.

There are more than a score of styles of PEXTO Snips in various sizes and finishes.

The 1819 Original is without question the highest grade snip made and is backed by more than a century of experience in snip manufacture.

The Samson Snip is second to none, excepting the 1819 Original.

There are uses and customers for all styles and sizes, and the attractive display board does most of the selling work.

**PEXTO**

WORTH WHILE TOOLS

**THE PECK, STOW & WILCOX CO.**

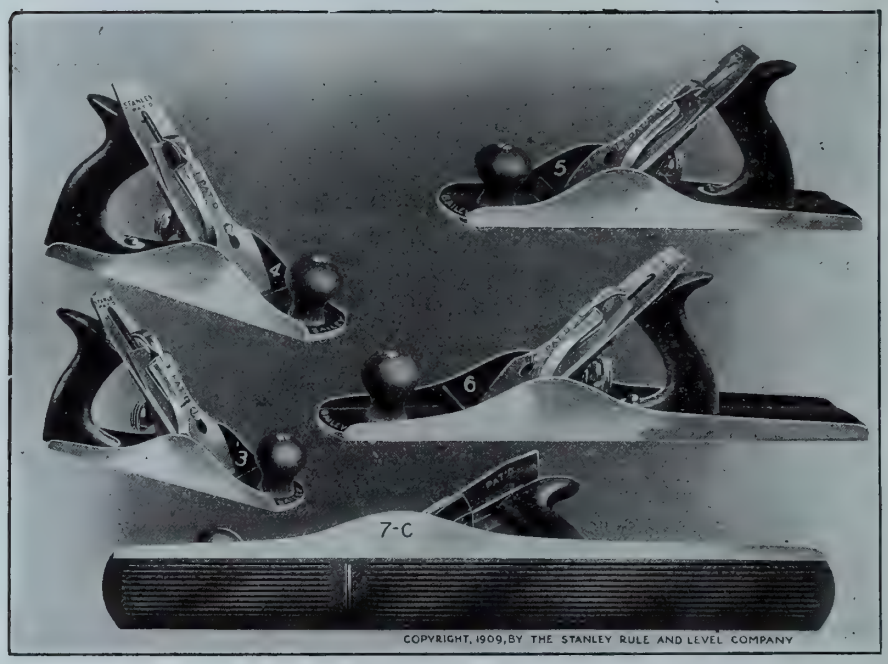
**Southington, Connecticut, U.S.A.**

*If interested tear out this page and place with letters to be answered.*

**Representatives: N. J. DINNEN, Winnipeg, Man.; T. MORTIMER & CO. Toronto; A. T. CHAMBERS Vancouver, B.C.; H. E. O. BULL, Montreal, Quebec.**

*If interested tear out this page and place with letters to be answered.*

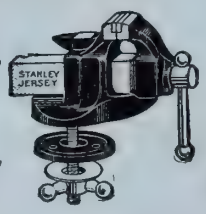
# A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND




Stanley Tools. This is a line indicative of the care we exercise to select for our customers reliable, salable lines. Have you thought of the advantage in handling famous lines like Stanley Tools, and our many other well-known lines? These, and many others we offer, are so fully accepted by the consumer that the retail merchant has only to display them well, and exert reasonable selling effort, to create good paying sales. Investigate—

## Stanley Tools

### *Stanley "Jersey" Vises*




***A small vise is a mighty handy article for the shop or family tool chest***

"Jersey" Vises are just what you need. They are small, but very strong and substantial. Made in a number of different sizes and styles.

***And Order From***

# Caverhill Learmont & Company

## Montreal

***Stanley***

### *Plumbs and Levels*

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

*If interested tear out this page and place with letters to be answered.*

# Hart Mower Files

## *The Farmers' Favorite*

The men who handle mowing tools are most competent to judge them. The fact that Hart Mower Files are an acknowledged favorite with harvesters proves their excellence. Our 34 years experience in the manufacture of abrasives enables us to combine in these better Mower Files all those features that make for quality, and long, useful service to the consumer.

These superior qualities, and the popularity of Hart Mower Files with harvesters, assure a constant market and gratifying sales for the hardware merchant.

### *Try Your Wholesaler*

*If he cannot supply you write direct*

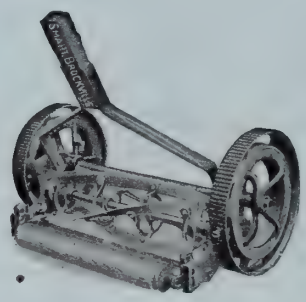
## Canadian Hart Products
Limited

**Hamilton** **Canada**

*If interested tear out this page and place with letters to be answered.*

CANADA
FOUNDRIES & FORGINGS
LIMITED

# BROCKVILLE MOWERS
# 1922
## *New Features* *New Mowers*



**1000 ISLAND**

Plain bearing, 8 inch wheels. Special adjustment. Light weight. Four or five blades. Cutting width 10 to 18 inches.

**WHIPPET**

Plain bearing, 8 inch wheels. Brockville adjustment. Three blades. Cutting width 12 to 16 inches. Color Green.

## JAMES SMART PLANT
**Brockville - Canada**

*If interested tear out this page and place with letters to be answered.*

CANADA
# FOUNDRIES & FORGINGS
LIMITED

# BROCKVILLE MOWERS
# 1922
## *An Entirely New Line*

**BLUEBIRD**

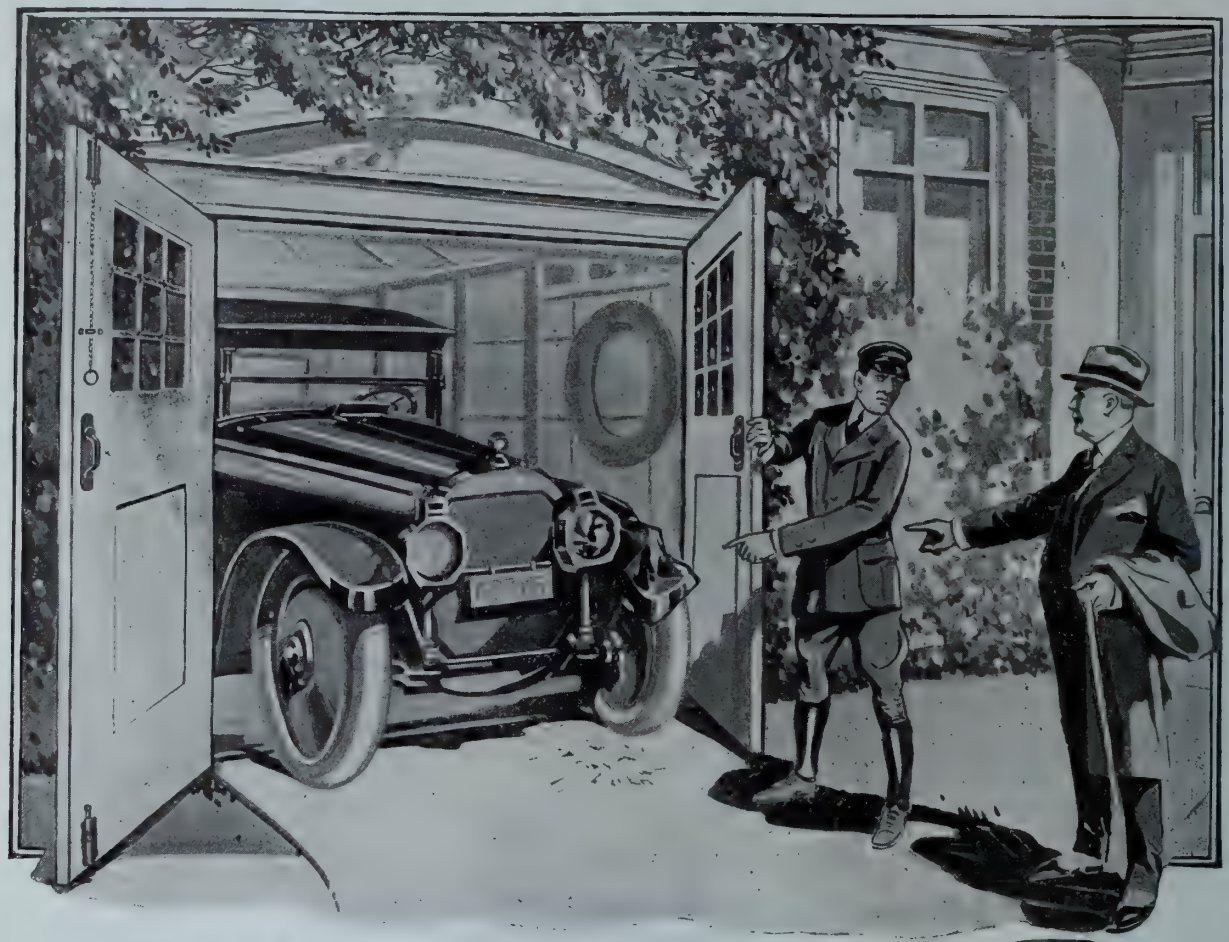
Ball bearing, 10½ inch wheels. Easy adjustment features. Minimum weight. Four or five blades. Cutting widths 12 to 20 inches. Color Blue and Gold.

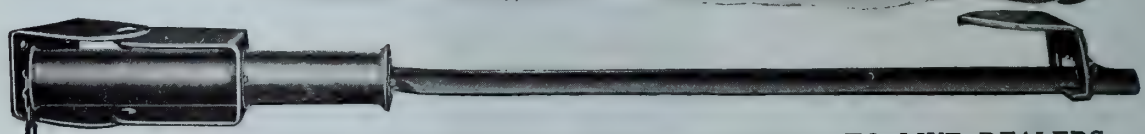
**REDWING**

Plain self-aligning bearings, 10½ inch wheels. Simple adjustment. Light in weight. Four or five blades. Cutting widths 12 to 20 inches. Color Green, Gold, and Red.

## JAMES SMART PLANT
Brockville - Canada

*If interested tear out this page and place with letters to be answered.*





**THIS PICTURE IS WORTH A LOT OF MONEY TO LIVE DEALERS**

It illustrates exactly what happens when garages are not properly equipped with hardware. In this case, the door has blown against the fender and headlight, running up another heavy repair bill.

When you picture all this to your customer, garage owner, builder or architect, you sell him the absolute necessity of

STANLEY GARAGE
DOOR HOLDER

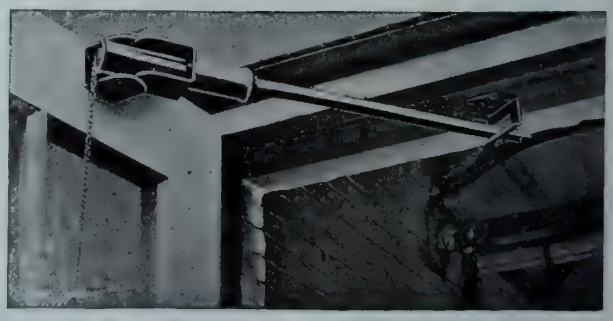
which holds the heaviest door firmly open, as and when wanted. Released by a touch.

**Ask for folder R 83.**

**THE STANLEY WORKS**

*Main Offices and Plant:*
NEW BRITAIN, CONN

**Canadian Representative:**
**A. MACFARLANE & CO., Coristine Building, Montreal**



# STANLEY

*If interested tear out this page and place with letters to be answered.*

WISS
NEWARK N.J.
U.S.A.

# *A* Silent Salesman that Gets Results!
# *WISS* Quality Goods + Display = Profits.

By the law of averages, the more persons who see this display assortment, the more goods will be sold.

Customers cannot remain unimpressed by the excellent workmanship and perfect finish of Wiss shears and scissors. They are attracted toward the display case whether they think they need shears or not—and once they are interested, the chances are a sale will be made.

A complete line of all staple numbers is on view, and customers have no difficulty in choosing just the scissor or shear they need.

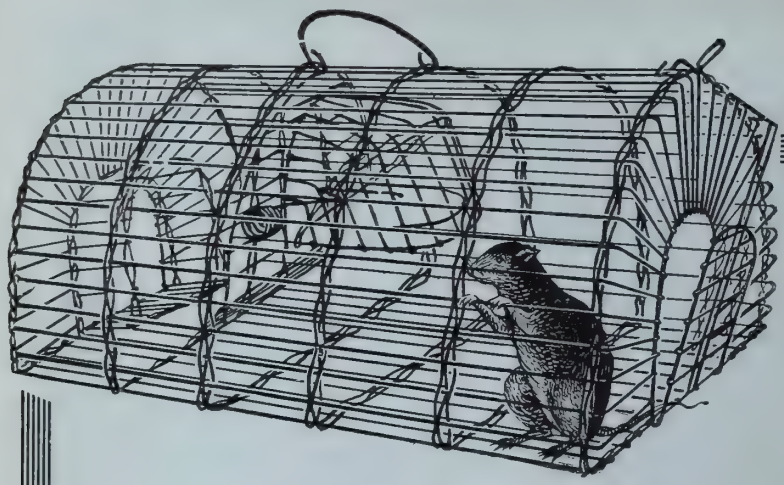
For further information, write for folder M.

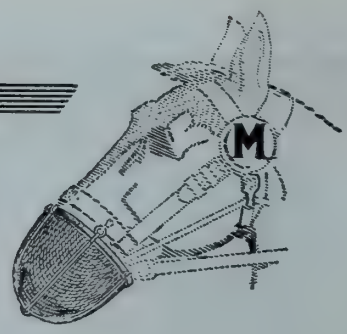
## J. WISS & SONS COMPANY

**ESTABLISHED 1848**

**33 Littleton Ave.** **Newark, N. J. U. S .A.**

*If interested tear out this page and place with letters to be answered.*






# MACDONALD
## WIRE GOODS

Don't wait for the customer to ask; display Macdonald Wire Goods. A Macdonald Rat Trap - especially with live rats in it - will make a striking, attention compelling, window display.

The Wire Basket shown enjoys good sales to the grocery and butcher trades for delivery purposes. They are much used in factories and assembling plants for storing small parts.

Investigate the Macdonald line of Horse Protective Guards, Waste Basket, Desk Trays, etc. We do all kinds of job work and tinning also.

**MACDONALD**
**Wire Goods Company**
**DRUMMONDVILLE, QUE.**

*If interested tear out this page and place with letters to be answered.*

KRAEUTER TOOLS
NEWARK K TOOLS
FULLY WARRANTED

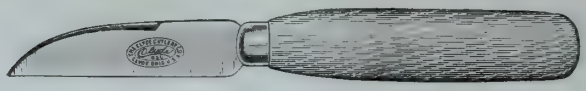
# *This* Display of KRAEUTER Pliers Brings Tool Business Into Your Store.

Very often, customers for pliers and nippers do not know the name of the tool they need.
Neither are they able to describe it so the clerk behind the counter understands— but it is a simple matter for such customers to select from a display case ***just what they want,*** without wasting valuable time.
In addition, they often see on display, patterns and styles of pliers they never knew were obtainable—but whose usefulness they appreciate instantly.
Men like to deal where a complete line of the best tools are always in stock, and also ***on display*** where they can be seen. And if you exhibit a display case of these beautiful Kraeuter Pliers, you are certain to attract business from men who know and use good tools.
Prices and assortment list, on application.

## KRAEUTER & COMPANY, INC.

**569-585 Eighteenth Ave.** **Newark, N.J., U.S.A.**

*If interested tear out this page and place with letters to be answered.*



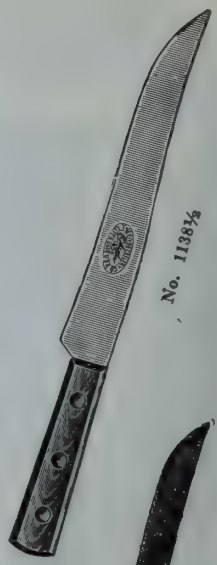
57½

No. 7092½

No. 767½

No. 2318½

No. 2660½



No. 1138½

No. 1218½

No. 1900½

No. 047½

This Trade Mark

Is Your Guarantee

# A MOST COMPLETE LINE OF

## HIGH GRADE

# HOUSEHOLD CUTLERY

Each piece particularly designed for the use it is intended for.
Only the highest grade of steel is used in their construction and careful attention is given to the finish and appearance.
Severe factory inspection insures your shipment before it leaves the factory.

0056½

Cutlery is possibly the least considered and yet one of the most profitable lines in a hardware store. It is one of the attractions in the hardware business for the female sex. Make your display clean and attractive. Cutlery is not asked for, it is sold by its appearance. CLYDE CUTLERY is all that can be desired in quality, finish and appearance to attract the attention of the most fastidious.

MANUFACTURED BY

## The Clyde Cutlery Co.

**Clyde Ohio U. S. A.**

CANADIAN SALES OFFICE

## Adcock & Brewer Limited

**Montreal Quebec**

No. 7077½

*If interested tear out this page and place with letters to be answered.*

*The Dayton Hardware Scale saves time and money every-time anything is weighed. Within a few months it will pay for itself—after which it begins to pay daily dividends on your investment.*

# DOWN WITH A BUMP

## —comes the scoop of the old beam scale!

### —and your customer doesn't even thank you for the gift of five or ten extra nails!

If you were using a Dayton Hardware Scale, the story would be altogether different, Mr. Hardware Dealer.

Every nail you dropped into the Dayton Scoop would give its own warning. The chart tells you where you are exactly, step by step, as you approach the correct weight then—

**—the indicator splits the line to a hairsbreadth!**

No fumbling and awkward thumb-weighing! No fear of looking stingy in the eyes of your customer if you had to stop (as you would have to stop, with an old-fashioned beam scale) to pick out the extra nails.

Nobody ever thanked you for giving away your profits in overweights—**but if you do wish to give them away, why not do it logically.**

The Dayton will inform both you and your customer exactly, not only how many ounces overweight you're giving, but also the precise money value of your gift.

## FOR SERVICE AND SPEED USE THE

# DAYTON

**The Hardware Scale that Counts and Computes**

## INTERNATIONAL BUSINESS MACHINES CO., Ltd.

FRANK E. MUTTON, VICE-PRESIDENT AND GENERAL MANAGER

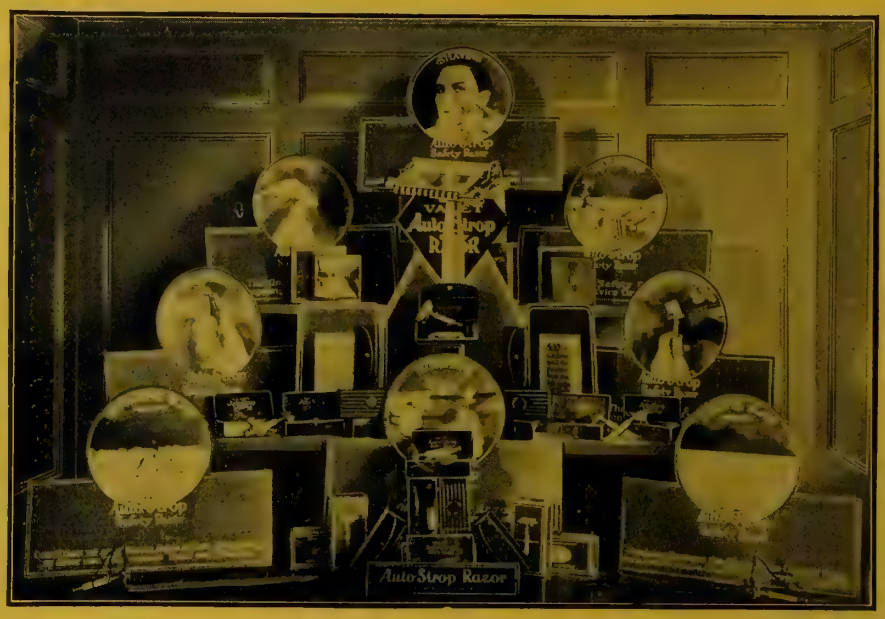
HEAD OFFICE AND FACTORY - - - Royce and Campbell Avenues, Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Regina, Saskatoon, Winnipeg, Walkerville, London Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.

*Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.*

*If interested tear out this page and place with letters to be answered.*

# Two Special Packages of Valet AutoStrop Razors




The above illustration shows a window dressed with Advertising Material contained in Special Package No. 18 or Special Package No. 6.

## Special Package
### Number Eighteen

| | |
|---|---|
| 16 Sets to retail at - - - | $5.00 |
| 2 Sets to retail at - - - | 5.50 |
| Selling price - - - - - - | 91.00 |
| Cost - - - - - - - - - - | 61.43 |
| Profit - - - - - - - - | 29.57 |

48% profit on your investment.

Each package contains full set of advertising material, as illustrated, and 4 live selling plans.

## Special Package
### Number Six

| | |
|---|---|
| 6 Sets to retail at - - - - | $5.00 |
| Selling price - - - - - - | 30.00 |
| Cost - - - - - - - - - | 22.50 |
| Profit - - - - - - - - - | 7.50 |

33 1-3% profit on your investment.

Each package contains full set of advertising material, as illustrated, and 4 live selling plans.

AUTOSTROP SAFETY RAZOR CO., LIMITED
Toronto, Canada
Send me at once direct [ ] or through my jobber [ ] Special Package No. 18 — 18 sets—cost $61.43. Sells for $91.00. [ ] Special Package No. 6—6 sets — cost $22.50. Sells for $30.00.

My Name .....

Address .....

Jobber's Name .....

Address. .....

**FILL OUT THIS COUPON TO-DAY**

We don't ask you to buy without first helping you to sell. Each package contains full information on our Thirty-day trial plan.

50-50 newspaper co-operation offer.
Gift plan for dealers and clerks.
Dealers' advertising book for arranging campaign.
Full set of new and attractive advertising material.

Your jobber stocks them.

**Auto Strop Safety Razor Co., Limited**
**Toronto, Canada**

*If interested tear out this page and place with letters to be answered.*

# *This* HEINISCH Shear and Scissor Display Has Proved Its Value to Many Dealers.

To make a real success of the Shear and Scissor business, two things are necessary.

1—Merchandise of unexcelled quality.

2—Adequate display.

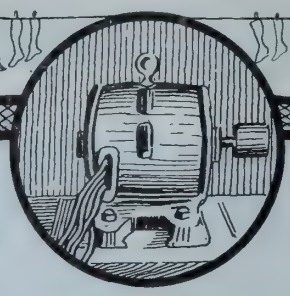
Heinisch Shears and Scissors meet the first requirement — and this glass-front wall-case exhibits them as their quality justifies.

The show-case is a salesman of rare ability—and the beauty of Heinisch products so displayed results in direct sales.

We know that this wall-case and assortment of 48 popular patterns is a winning combination and many hardware men have increased their cutlery sales considerably since using it. For details, write for folder M.

## R. HEINISCH SONS WORKS

109-121 Bruce St. Newark, N.J., U.S.A.



# Washing Machines That Sell

**Washing machines are among the many articles which you can sell twice as easily when displayed on your floor, as from a catalogue. Here are two of our most popular machines, which you should be showing. They are ideal for farm or general use.**

**The New Century Junior** has many ardent admirers. We believe it is the best and most popular hand rub-board machine on the market to-day. It runs very easily and is strong and rigidly constructed.

**The Playtime** is built on the Dolley principle. There is no easier running hand machine made. It can be operated by hand or foot power, or both.

As a power machine it is without a peer. The little machinery to it is under the tub out of the way and the lid can be raised or lowered without removing the belt or stopping the power.

***Electros for Catalogue and Newspaper Sent Free***

## Dowswell, Lees & Company, Limited

HAMILTON, CANADA

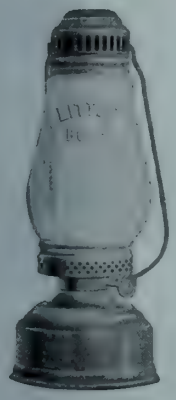
Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

BANNER FOUNT
B. COLLAR

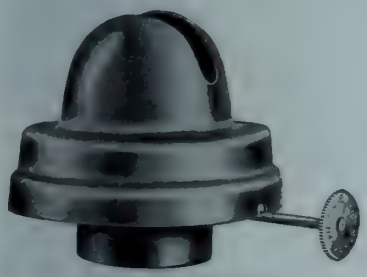
BANNER BURNERS
SIZES: O. A. B. & D.

VIMY FOUNT
A. COLLAR



LITTLE BOB
LANTERNS

BANNER HARP



LANTERN BURNERS
SIZES: A. & B.

VICTORY BURNERS
SIZES: A. & B.

STELLA LAMP

COMBINATION ASH TRAY

UNIVERSAL LAMP

Your selection of these well known articles should be made early, if you would avoid delays and disappointments.

The approach of the Fall and Winter Seasons stimulates the demand for Lighting Specialties, and with wholesale and retail stocks at lowest ebb our advice to the trade is to order now.

Our stocks are fresh, and immediate shipments are guaranteed while the supply holds out.

For sale by the leading jobbers.

**Manufactured by**

**Ontario Lantern & Lamp Co., Limited.**
**HAMILTON, CANADA.**

Rheims

Olympus

Sherwood

# Belleville

There is always a Belleville design to suit your customer's needs, whether hardware is required for a small house or the largest hotel or office building, the Belleville line will always give the best satisfaction.

We can offer you the backing of modern up-to-date equipment. The plant is equipped with modern machinery for producing exceptionally high-grade hardware. The Belleville skilled mechanics make Belleville quality certain by selected materials. With model shipping facilities we are fully qualified to make prompt shipments.

We aim to supply the best.

## The Belleville Hardware & Lock Mfg. Company,

**Limited**

**Belleville, Ontario, Canada.**

AGENCIES:

A. T. Chambers
705 Dominion Bldg.
Vancouver, B. C.

J. H. Roper Co.
133 Coristine Bldg.
Montreal, Que.

R. H. Falkiner
34 Victoria St.
Toronto, Ont.

A. E. Hanna
708 Lindsay Bldg.
Winnipeg, Man.

W. A. Mclauchlan
St. John, N.B.

Verdun

Beaverton

Belleville

# Westclox

*—that's Big Ben's family name*

## Two steady profit magnets

WHETHER business is good, bad, or just so-so, here are two steady trade pluggers that will keep your cash register from getting stiff in the joints.

*America*—the oldest Westclox made—35 years young—pioneer of that good Westclox construction and the best caseful of honest timekeeping in the business today at its low price.

*Pocket Ben*—brother of Big Ben—packed in the same style of good-looking box—made by the same careful Westclox clockmakers—tested and retested until he's just up to snuff and built with that famous double back that protects his movement from meddling or abuse.

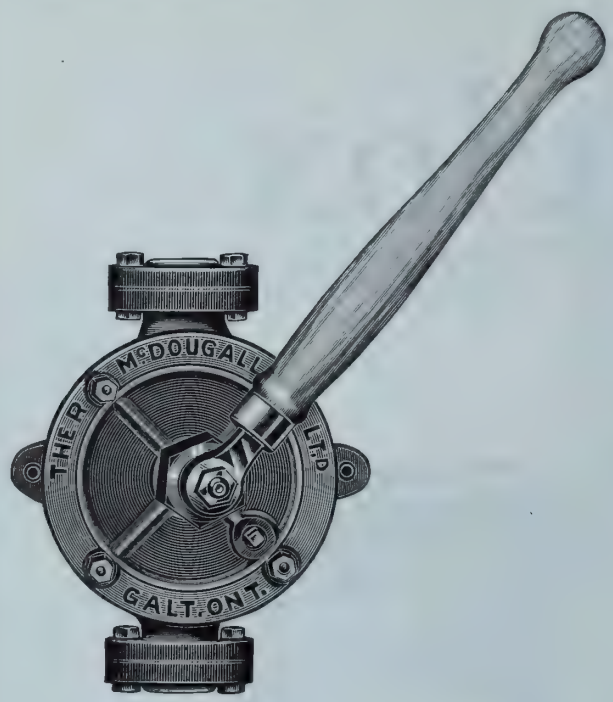
Don't be modest about displaying these two numbers. Get 'em into your window and on the counter. Snap off Pocket Ben's extra back to show your customers why he's such a crackerjack timepiece.

Then you'll get the real profit benefit you have coming from our Saturday Evening Post advertisement this month, which shows both of these ready sellers.

WESTERN CLOCK CO., LA SALLE, ILLINOIS, U. S. A.

Makers of *Westclox:* Big Ben, Baby Ben, Pocket Ben, Glo-Ben, America, Sleep-Meter, Jack o' Lantern

*Factory:* Peru, Illinois. *In Canada:* Western Clock Co., Limited, Peterborough, Ont.




# McDougall
## Built for Service
# Pumps

McDougall Pumps are efficient. It takes less labor, or power, with a McDougall Pump to obtain the maximum results.

Not only are they designed to be efficient but they are strong and sturdily built, so that they give reliable service for years. During these years they are constantly advertising you and your business. It pays to handle McDougall Pumps.

## The R. McDougall Co.
**Limited**

**Galt - - - - - Canada**

# Millers Falls Hand Drills

No. 7. A large size drill for shanks up to 3/8, has our favorite star chuck, frame is of solid steel with a 4 in. cut gear and steel pinions including idler to equalize bearings.

No. 343. An all metal drill with hollow handle to hold drills. Has an all steel frame with idler gear. Three jaw springless chuck for round shanks up to 3/16.

No. 5. The old standby to every mechanic and every tool merchant. It has an ever increasing demand with those who know.

No. 1. Has been a standard for many years and by constant improvements has been kept right up to date. The frame is malleable, and it has cut gears and steel pinion. Handle is hollow and contains eight drills. Three jaw chuck for round shanks.

No. 2. Our first and still the favorite of the larger type of drills. It is of a high grade construction with single speed. Has a hollow handle and a three jaw chuck for round shanks up to 3/8.

A SELECTION of six favorites. Have you these in stock? Millers Falls Tools have been standard for over fifty years. Our long experience is your sure guarantee.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

*Makers of "Millers Falls" and "Universal" Hacksaw Blades*

"Right Design—Honest Construction"

*Canadian Sales Office*
ADCOCK & BREWER, Ltd.
222 St. James Street Montreal, Que.

No. 980. One of our larger type drills that will do the work of the ordinary breast drill. The mushroom head can be used as a breast plate. With some mechanics this saves having both breast and hand drill. Will take round shanks up to 3/8.

*The Millers Falls Factories—in the quiet, peaceful Berkshire Hills of New England*

# WHITES LIMITED
## WHOLESALE HARDWARE & METALS
## COLLINGWOOD - - ONTARIO

# For Promptness Co-operation and Service

On your shot-guns and rifles, your ammunition and other equipment for fall shooting, as well as your general hardware requirements, we are prepared to offer worthwhile service. We carefully examine the thousands of items offered in the Canadian hardware market and select for our customers the saleable, dependable lines with assured interest for the consuming public. Let us quote on your requirements.

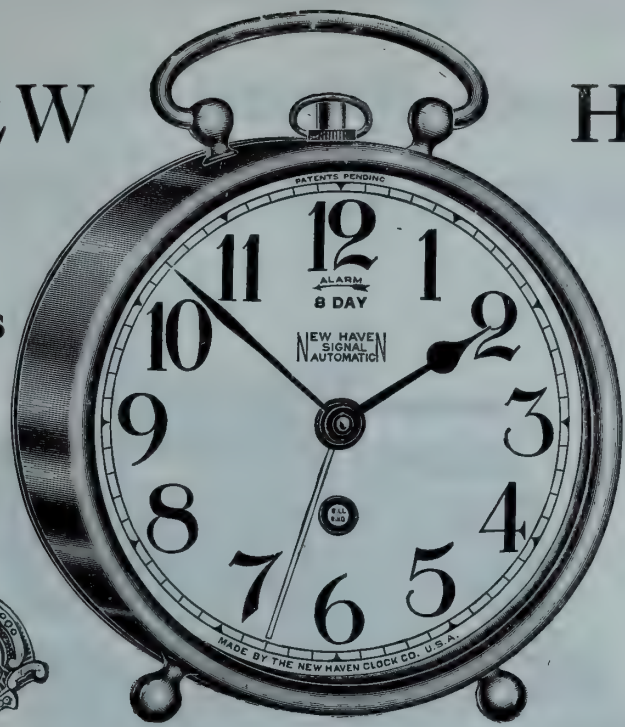
# Whites Limited

**Wholesale Hardware and Metals**

## Collingwood, Ont.

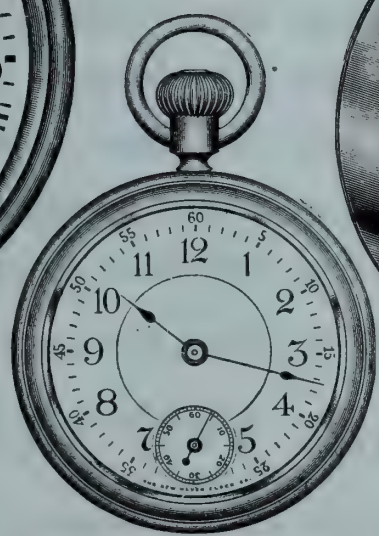
# NEW HAVEN

## Watches and Clocks




**NEW HAVEN SIGNAL**
**8-Day Time, 8-Day Alarm**

**THE NEW HAVEN TATTOO**
**One Day Intermittent**



**NEW HAVEN JUMP**
**The Best Low Priced Alarm**

## SEE THAT SPACE?

We mean the space between the dots in the circumference of the clock face. That space is a minute. Every time the minute hand moves that far hardwaremen who handle New Haven Clocks are making money.

Probably you are already handling New Haven Clocks. Display them well. Demonstrate the Signal alarm; it is a very impressive and convincing demonstration—that's why they sell so well.

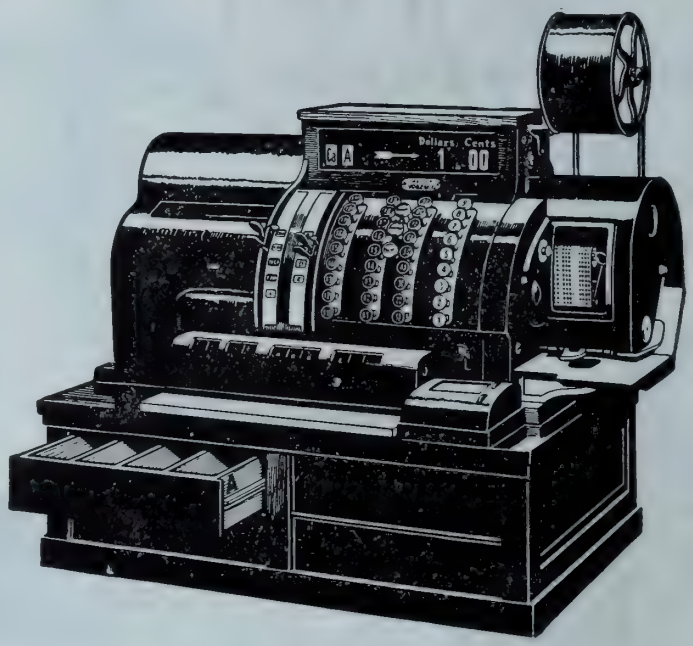
***Order from your jobber***

## New Haven Clock Company

*Clock Makers for over 100 Years*

NEW HAVEN, CONN.

# Merchants need National Cash Registers now more than ever before




(1) They stop mistakes.
(2) They stop losses.
(3) They decrease expenses.
(4) They improve trade.
(5) They increase profits.

**We make cash registers for every line of business.**

## Price $110 and up.

**Easy payments. Liberal allowances for old registers.**
**Old registers bought, sold, repaired, and exchanged.**

We make cash registers for every line of business

# NATIONAL
## CASH REGISTER CO.
OF CANADA LIMITED

# Eureka Products

Eureka Glass Tank Sprayer, No. 113.

Eureka Special Sprayer, No. 112.

Eureka Fountain Compressed Air Sprayer, No. 110.

Eureka Dry Powder Sprayer, No. 108.

Eureka Glass Tank Sprayer, No. 114.

## And

# Seven Superior Mowers

Your customers are interested in spraying orchards, farm buildings, cattle sheds, chicken houses, etc. There is a definite, established market for you, with good, continuous sales of Eureka Sprayers.

Eureka Mowers are carefully tested and inspected before shipment. Attractively painted and finished. Made from perfect castings from our own foundry and accurately machined to perfect fit assuring perfect fit of replacement parts. Wheels provided with reinforced raised rim protecting gears from dirt, grit, etc. Ask for detailed information on these seven splendid Eureka Mowers.

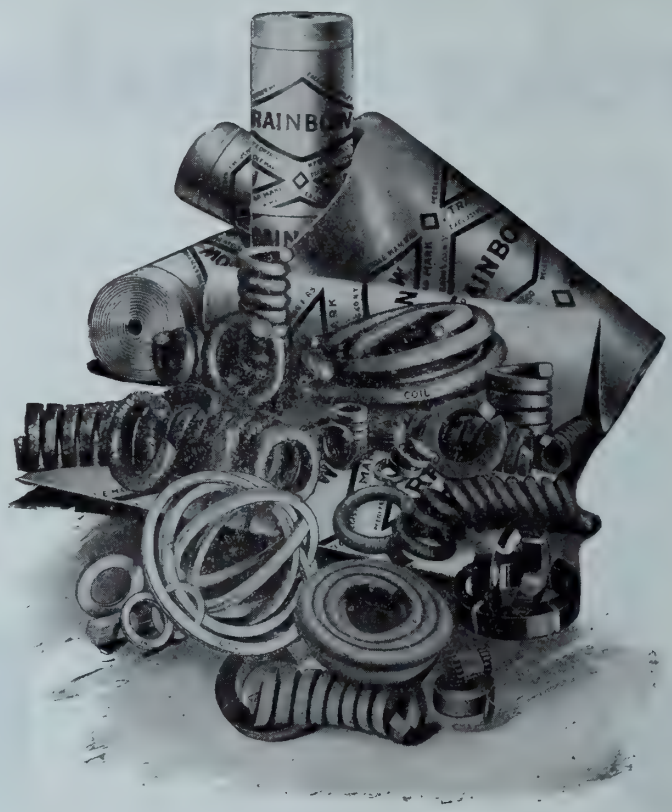
**RAPID 11″ Wheel 5 Knife B.B. MAJESTIC 10x4 Brass Bearing**
**GARLAND 10″ " 4 " B B FOREST GLEN 9x4 " "**
**SPEEDY 9″ " 4 " B B. FEDERAL 8x4 " "**
**BEACON 8x3 Brass Bearing**

## The Eureka Planter Co., Limited

**Woodstock - Ontario, Canada**

***Western Branch :***

**Mark Dumond, 1048 Main Street, Vancouver, B.C.**



RAINBOW TRADE MARK

# builds good-will

Steam plants, large and small, in your district, are constantly using Rainbow Packing. They know that, if you stock Genuine Rainbow, you sell other goods of dependable quality.

And so, without effort on your part, Rainbow leads to profitable sales not only of packing, but of tools, fittings, etc.

There is a complete line of Rainbow Packing—designed to withstand abnormal temperatures and pressures.

All Rainbow Sheet Packing is red, but all red sheet packing is not Rainbow. Identify the genuine by the Diamond Rainbow trade-mark on every yard.

Genuine Rainbow Packing is made in Canada and is stocked by your jobber—or write direct for details of special interest to the hardware trade.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES

## Dominion Rubber System

**Head Office -- Montreal**

# A SEASONABLE THERMOS ASSORTMENT

## and extra Display

**Buy only 18 Pieces - Get attractive Display worth many Dollars to every Dealer**

**Invest $50.00**
**Get 75.00**
**No. 1821**

Counter or Window Card Bronze Finish

Window or Door Sign Gilt Embossed

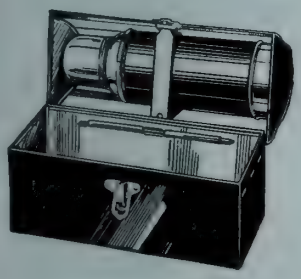
3—No. 14
1—No. 14 Q

3—No. 1..
1—No. 11 Q

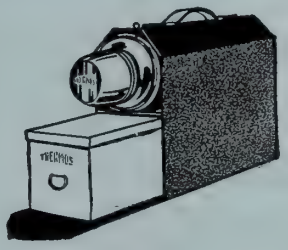
Picnic Scene Display—Heavy Board—lithographed in colors—strong enough to place bottles on top. The most attractive window display ever shown by anyone.

1—15
1—15Q

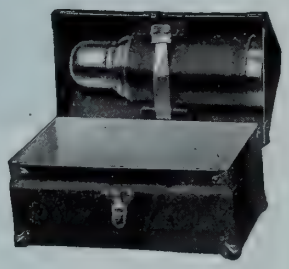
1—6
1—6Q



2—396
1—397




1—416



1—400 Kit
1—402 Kit

Just order one No. 1821 assortment as above list and display, direct or through your jobber and insist on securing the display with the assortment. The Window Display is packed in separate carton owing to the size. All these No. 1821 assortments are packed. Goods in one carton—display in one carton. The numbers are the popular sellers, sold everywhere. Quick turnover of seasonable lines. Cost to Dealer $50.63 less 2 per cent. 30 days. Net cost less than $50.00—sell for $75.00. Be first in your city or town with this Best Attractive Display ever shown for any merchandise.

## THERMOS BOTTLE CO. Limited

**146 West Wellington St. Toronto**

**OR YOUR JOBBER**

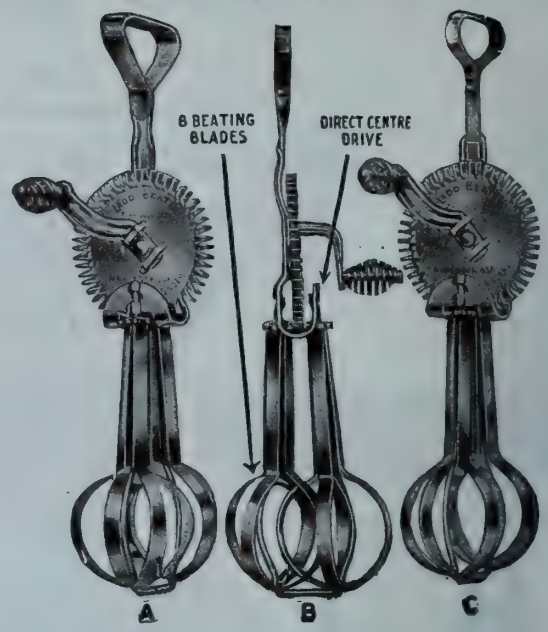
Jobbers who have not these assortments in stock should order promptly while stocks are ample and orders may be filled promptly.

# MAKE THIS FALL A BANNER SEASON

## Ladd All-Steel Beaters

### 3 Sizes—For All Requirements

At the beginning of new and vigorous uplift in business, dealers must be thoroughly alive to the requirements of their trade. This country has not gone back to knick-knacks and NEVER WILL. These BEATERS, CANDIDATES FOR EVERY HOME, are HEAD AND SHOULDERS in QUALITY above anything for these purposes made anywhere in the world. So PROFITS must be LIBERAL and THEY ARE. SATISFACTION MUST RESULT from their use and IT DOES. Your BEST SERVICE goes along with their sale and, DUE TO THEM, you are always remembered.




**Saturn Stationary Can Opener**

OPENS CANS OF ANY SIZE OR SHAPE

**SATURN CAN OPENER (Safety Stationary)**

An **entirely new principle** that any child can work without possibility of injury, worthy to displace all old styles.

## Prices and Prices

Goods of NO quality bring one price; QUALITY goods another. The PUBLIC KNOWS THIS as well as you and we, and APPROVES it.

FACT IS a reasonable HIGH PRICE convinces public of QUALITY, PROMOTES CONFIDENCE and SALES. We have no intention of reducing prices to enter the knick-knack class and decrease your profits.

LADD Mixer-Churn

**LADD MIXER CHURNS—1 qt.—2 qts.**

**A little lower now**—Are superior to anything yet made for their purposes, being 3 ARTICLES IN 1; in fact, the KITCHEN'S MOST USEFUL UTENSIL.

**SATURN REELS (Clothes-line)**

Every house wants these and LOOKS TO YOU (we don't want mail orders) TO SUPPLY THEM. As handy as can be.

JOBBERS the world over and US

**Get these from your jobber or DIRECT FROM US, and BY ALL MEANS CARRY ALWAYS.**

SATURN Reels Clothes-Line

# UNITED ROYALTIES CORPORATION

**1133 Broadway, New York**

# The "Backyard Railroad" Advertisement

*In The Youth's Companion*

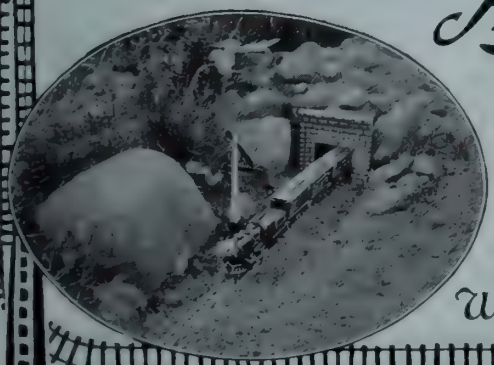
This is one of the ads telling boys all over America about the best of all OUTDOOR SPORTS—Railroading.

The illustrations show the original "Backyard Railroad" built by Clyde Nolan of Elkhart, Indiana.

1921 IS REWARDING FIGHTERS.

Hundreds of dealers have written us that this is the best thing the toy industry has ever done to increase summer sales. IT SELLS AMERICAN FLYER RAILROADS IN SPRING AND SUMMER and we are all looking for "SALES" this year. Get behind the "Backyard Railroad" idea—it's a money maker in the so-called "dull season."

"Made in America" American Flyer



**AMERICAN FLYER**
**— MFG. CO. —**
**2225 S. Halsted St.,**
**CHICAGO, ILL.**

*Write for further information*

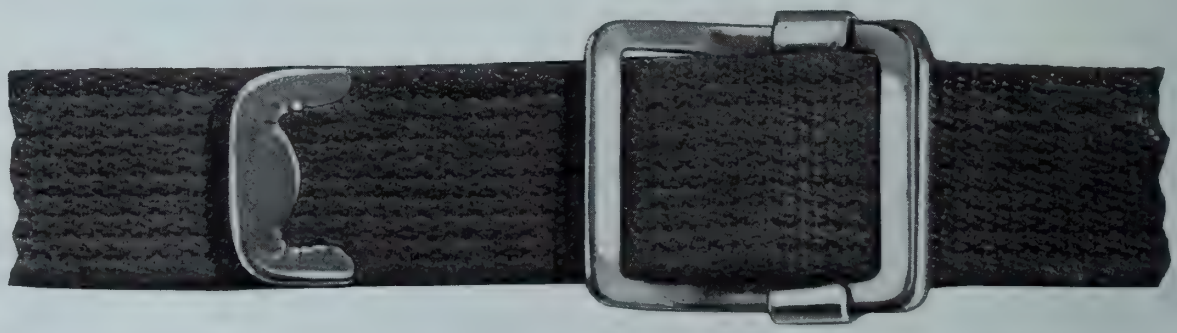
# WEB TRUNK STRAPS SHAWL & SKATE STRAPS

***Best Service in Wet or Frosty Weather***

**WEB**—Strongly woven of cotton with jute centre to prevent stretch.

**BUCKLES**—Steel, nickle plated. Grip anywhere on the web—no pulling to reach "the next hole"—Lie flat—no projections to catch anything.

| LENGTHS - | WIDTHS - |
|---|---|
| TRUNK STRAPS - 6', 7', 8', 9', 10'. | TRUNK STRAPS - 1¼" web |
| SKATE STRAPS - 18", 21", 24". | SKATE STRAPS - ⅝" web |
| SHAWL STRAPS - 18" to 72" | SHAWL STRAPS - ⅝", ¾", ⅞" web |



***BEST TO USE UNDER ALL CONDITIONS***

MADE IN CANADA BY

THE HAMILTON COTTON CO. LIMITED

# ORDER FROM YOUR JOBBER

# A CENTURY OF COOKING

The remarkable low price of the High Oven Range to-day is due to quantity production, low overhead and small profit per range.

Every Dealer should have a supply of our High Oven Booklets—the story that sells the Range. We send them free for the asking. Now is the time to ask.

## DOHERTY'S HIGH OVEN RANGE

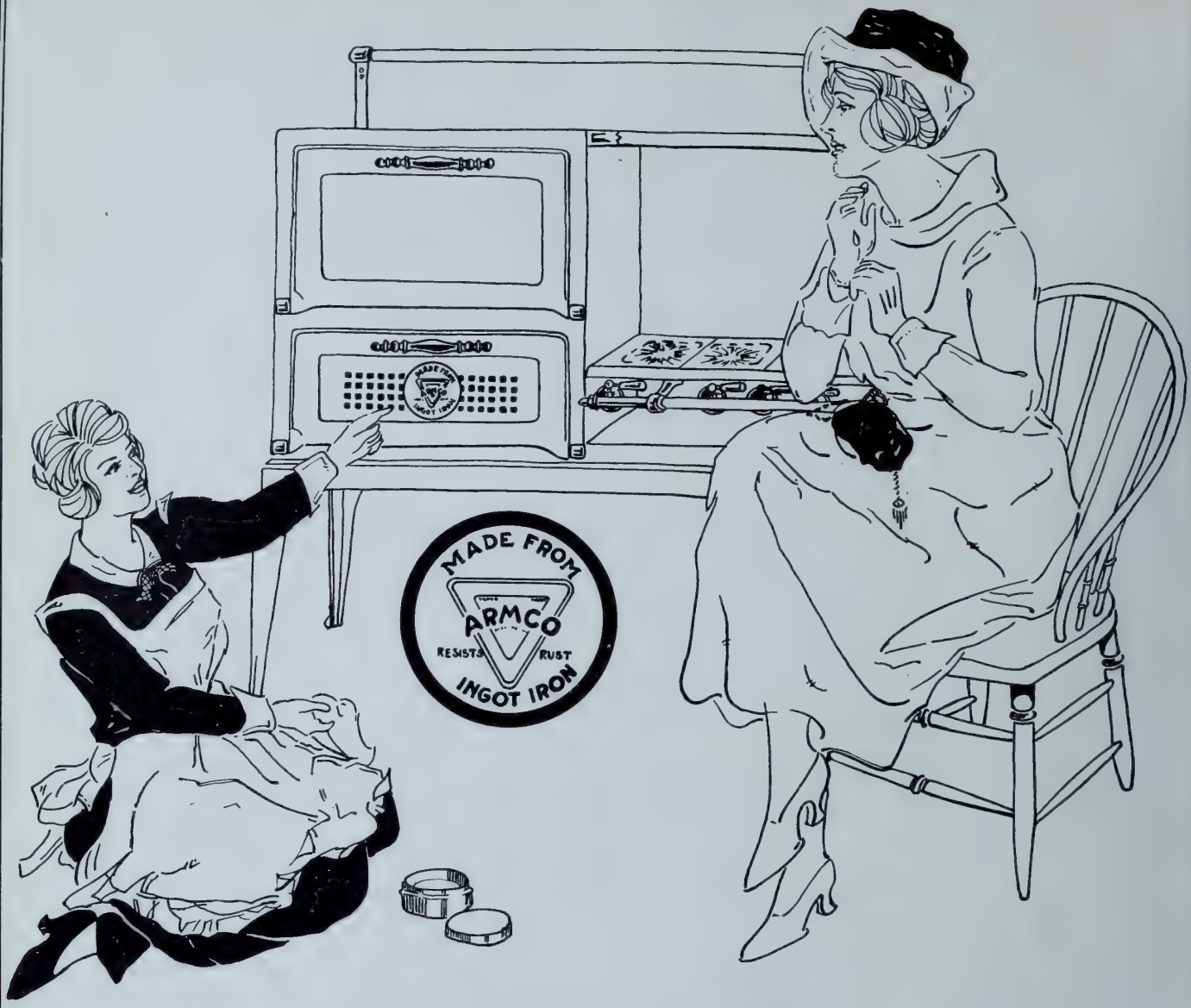
**ABSOLUTELY THE HIGHEST TYPE OF COAL AND WOOD RANGE THAT CAN BE MADE**

## THE DOHERTY MANUFACTURING CO.,

LIMITED

SARNIA, ONTARIO

*If interested tear out this page and place with letters to be answered.*




*"YOU caught me shining up my stove. I'm in love with it."*

*"OH! What a beauty! And it's made of 'Armco' Ingot Iron too! That's the kind we are going to buy."*

ARMCO Ingot Iron, because of its purity and careful manufacture resists rust and gives longer service than ordinary steel. It is used in the manufacture of stoves, ranges, refrigerators, washing machines, garbage pails, etc.

**"ARMCO" Ingot Iron is used by many manufacturers in Canada.**

***Look for the familiar Armco triangle.***

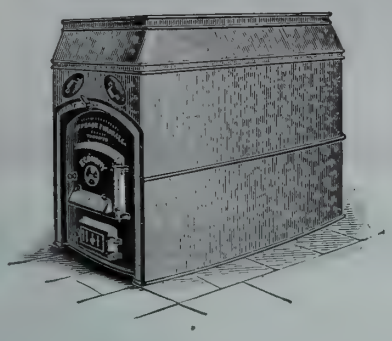
INSIST ON "ARMCO" INGOT IRON

# THE AMERICAN ROLLING MILL COMPANY

**Middletown, Ohio**

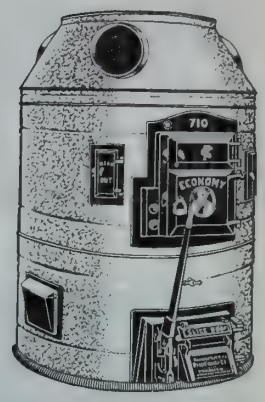
**Canadian Office---2 Colborne St., Toronto, Ontario**

*If interested tear out this page and place with letters to be answered.*



Pease Wood Burning Furnace

When You Need Heating Materials of any Description



Pease Pipe Furnace

Remember the Name

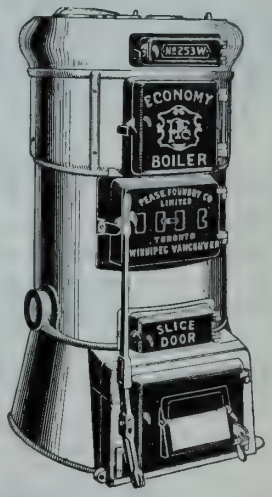
# Pease

No matter whether your requirements are large or small, we can take care of same. Our line covers everything needed in the installation of Pipe Furnaces, Pipeless Furnaces, Hot Water and Steam Heating Systems. If you are not regularly receiving our discount sheets, write us to-day and have your name placed on our mailing list.

Pease Pipeless Furnace

## Special Service

Please remember we are ready at all times to prepare blue prints, specifications and cost sheets covering heating systems everywhere, and at no expense to you. We invite you to take advantage of this special service at any time.




Pease Water Boiler

**PEASE FOUNDRY CO.,**
LIMITED
TORONTO ONTARIO

**PEASE WESTERN FOUNDRY**
LIMITED
WINNIPEG MANITOBA

# Stoves & Ranges

## "Beaver" Combination Cook Stove and Heater

Heavy polished steel with attractive nickel trimmings. Heater is lined with firebrick and asbestos lined oven—12 x 13 x 19 inches—with or without flat or roller grates and also with Reservoir and High Closet if desired.

Flat and roller grates are supplied with ash pan and draught can be regulated. The ovens are made large enough to take our Sterling Roaster. Size over all 32½ x 21 inches, body 33 inches high.

An all round and very satisfactory addition to the kitchen.

## Our Regular "Beaver" Heater.

In two sizes, with new roller grate and crank handle which shakes down fire without opening fire or ash door. Special floor pan, ornamental swing top and nickel plated band are extra equipment if required.

# VIDSON

*If interested tear out this page and place with letters to be answered.*

# Stoves & Ranges

## The "Premier Leader"

Remember when you talk Stoves and Ranges to your customers that "Davidson" is another name for "Best Quality." The Premier Leader is a heavy polished steel range, asbestos protected and hand rivetted, has a cast iron top and centres and covers ribbed. A left or right hand contact reservoir and steel persian closet at top can also be supplied if desired.

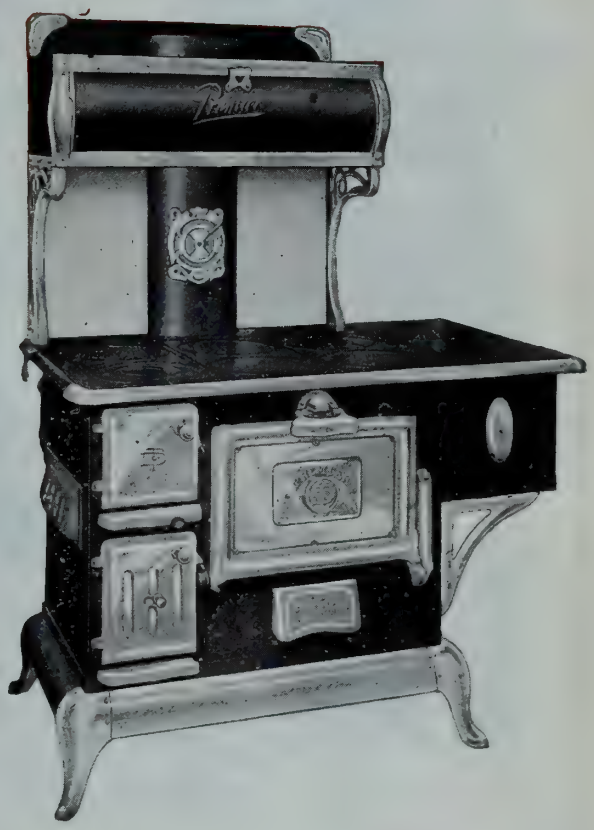
## *also* "Premier Marathon"

A high class modern range, extra heavy polished steel, protected with ⅛-inch asbestos boards—body hand rivetted to ensure tight-fitting joints. Regulating oven —bottom is extra braced to avoid warping—burns either wood or coal.

**Ask us for particulars.**

## Lithographed STOVE BOARDS

Wood lined, assorted colors, sizes from 24-inch to 36-inch square and from 18 x 24 to 30 x 48. A few sizes also in paper lined boards.



*The Thos. Davidson Mfg. Co. Limited*

**Head Office:**

**187 Delisle St. Montreal**

**Branches:**
**Toronto and Winnipeg.**

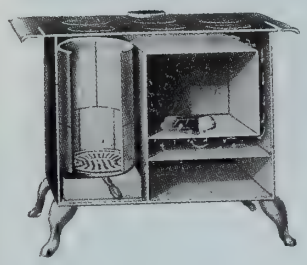
**Steel Foundry Division - Lachine Canal, Turcot**

DAVIDSON'S PREMIER STOVES MADE IN CANADA THE THOS. DAVIDSON MFG. CO. THE SEAL OF DURABILITY

# DAVIDSON

*If interested tear out this page and place with letters to be answered.*

ALLIANCE The RANGE HEATER



It fills a long felt want of the customer who considers economy and quality.

Made in one size with or without the following extras: Reservoir, coal grates, high shelf, and high closet.

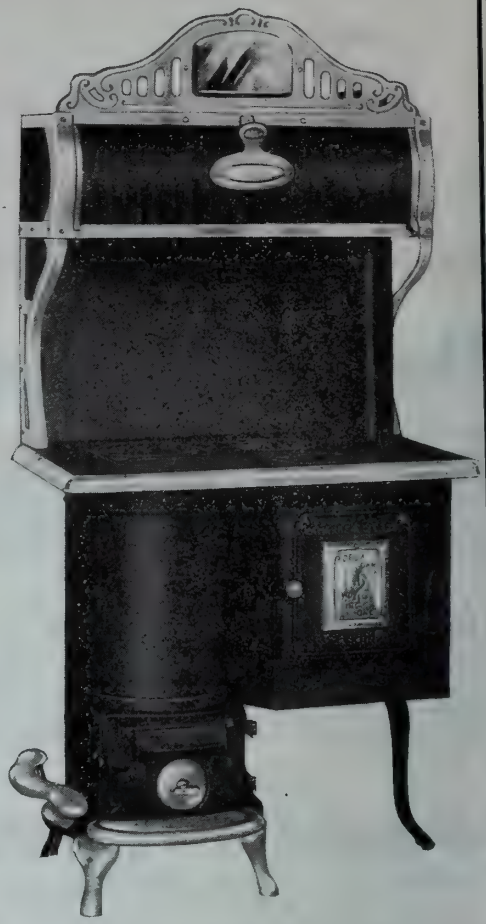
Twelve different styles.

The only one of its kind on the market.

RADIO

A new pattern. Made in two sizes Nos. 3 & 4. Twelve styles.

Also other patterns in all sizes, from No. 2 to No. 6 inclusively.



TWO IN ONE" Oven Cooks

A complete line. Made in one size without or with flat or roller grates. Eighteen styles.

A few illustrations of some of our products. Exclusive designs. Every one of them a fast seller.

Knocking at your door is pleasant enough, but rather disappointing if we have to stay outside. Will you not ask us to STEP IN by writing for our catalogue and terms?

SERVICE
GOODS
PRICES

**ARE RIGHT**

# Lamarre & Co.

**LIMITED**

**St. Remi Quebec**

"NATIONAL" Two-Hole Top

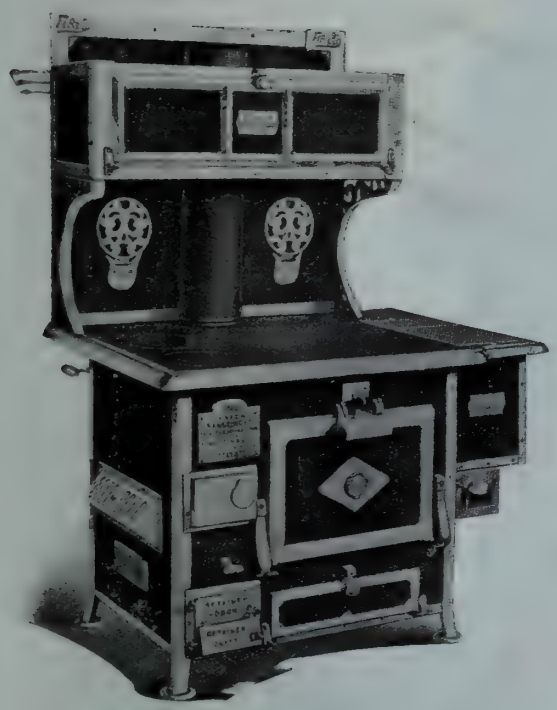
A New 1920 Pattern. Made in two sizes, Nos. 3 & 4. Ten styles.

Note OFFSET PIPE COLLAR, allowing larger cooking surface.

*If interested tear out this page and place with letters to be answered.*

# FiReCo REGD

## Line of Ranges and Heaters



The FiReCo Range has longer fire travel than ordinary ranges. Less heat is wasted up the chimney, because of the long flue. The generous size of the flue reduces friction to a minimum. The exceptionally large flue above the oven forms a second combustion chamber for gases and smoke. The air-tight top, the perfect control of the air supply, and the simultaneous heating of oven and reservoir, are but a few of the many points of merit.

## The Hall Zryd Foundry Co.,

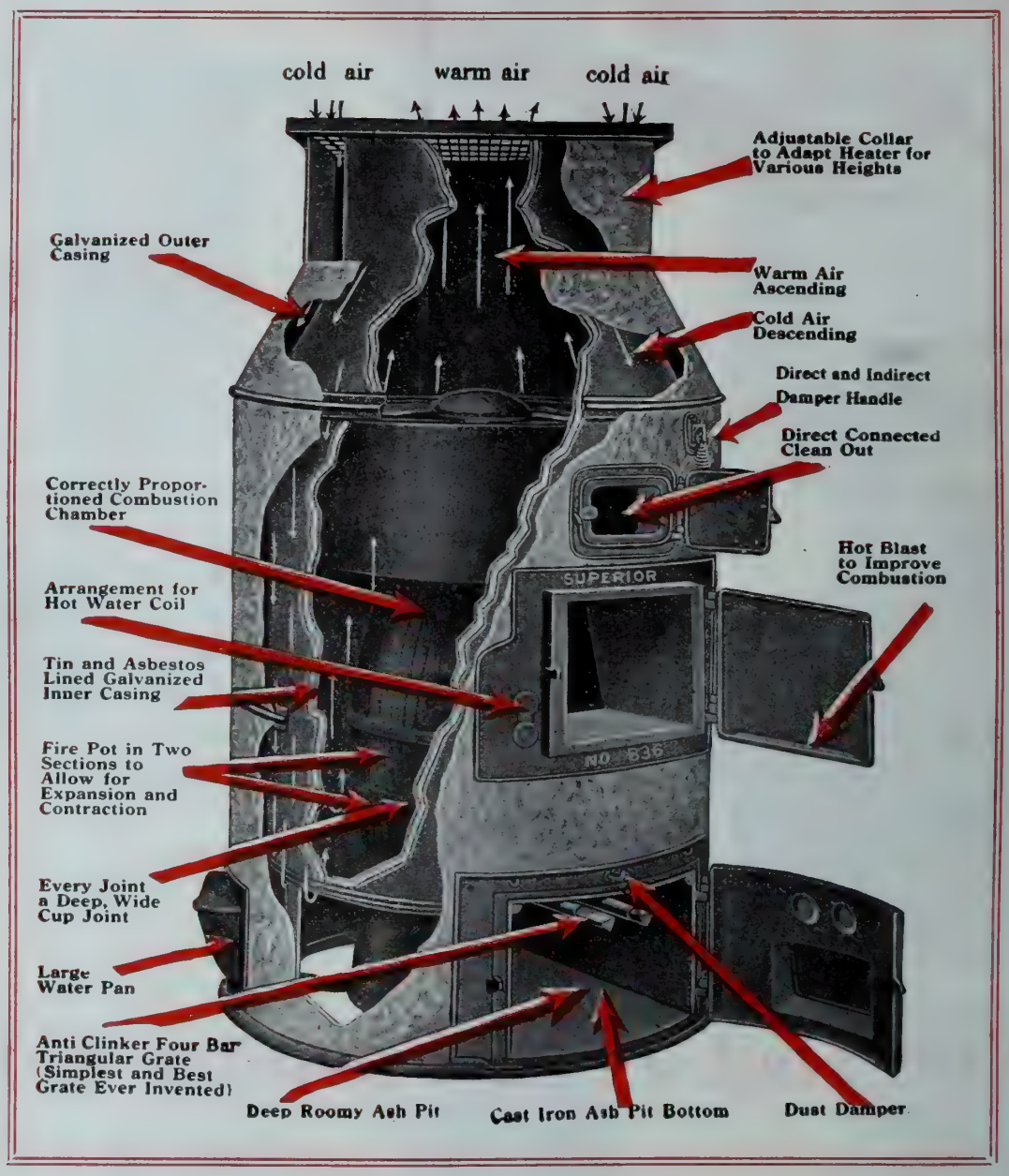
**Limited**

## Hespeler, Ontario, Canada

**Western Branch, P. O. Box 687, Winnipeg**

*If interested tear out this page and place with letters to be answered.*

# THE PILOT SUPERIOR




## The Hall Zryd Foundry

### Hespeler,

Western Branch

# PIPELESS FURNACE

## What Satisfied Users Say

The Hall Zryd Foundry Co., Ltd., 22 Dill St., Kitchener, Ont.
Hespeler, Ont.
Dear Sirs:

The furnace that was installed last fall is giving abundance of heat throughout the entire house, with an even heat.

I have also found it very economical on fuel and would recommend it to all parties requiring a heating system.

Yours truly, J. SNYDER.

The Hall Zryd Foundry Co., Ltd., Elora, Ont., April 6th, 1921.
Hespeler, Ont.
Dear Sirs:

I am pleased to inform you that the No. 836 Pilot Superior Pipeless Furnace installed by you last Fall is perfectly satisfactory in every way.

The amount of fuel required to run this furnace is very small indeed and we very seldom need to use our draughts, at all, as the house remains quite comfortable with furnace under check.

We find the upstairs nice and warm, in fact the heat is evenly distributed throughout the entire house

Yours truly, H. ANGELL.

72 Water St., S., Galt, Ont., May 2nd, 1921.
The Hall Zryd Foundry Co., Ltd.,
Hespeler, Ont.
Dear Sirs:

I must say a few words about the Pilot Superior Pipeless Furnace which I placed in my house. I had a Hot Water Heating System in my house, the best that money could buy, but it never gave me satisfaction. It would take from 10 to 12 tons of coal per winter, and no heat, so I thought it was time for a change. I had it taken out, sold it to the highest bidder. I put in the Pilot Superior Pipeless Furnace, best heating system I ever had. I heated my house with 8 tons of coal and had lots of heat to spare.

I have a ten-room house, very large rooms, every room heated right. I also heated the water for the Bath and water for Washing.

For comfort put in a Pilot Superior Pipeless Furnace. I would not take the Hot Water Heating if I got it for nothing.

The Pilot Superior Pipeless Furnace is the best on the market It makes happy homes, it makes life cheerful, it makes your family think more of their homes—it makes your wife think more of you.

I cannot say enough for the Pilot Superior Pipeless Furnace.

We are happier in our Home with the Pilot Superior Pipeless Furnace. I remain,

JOHN ERISON.

The Hall Zryd Foundry Co., Ltd., Plattsville, Ont., May 10, 1921.
Hespeler, Ont.
Gentlemen:

In reference to the No. 844 Pilot Superior Pipeless Furnace installed in my residence would say that I have found it very satisfactory. Heating upstairs and down with practically no difference in temperature. It requires less attention, than the steam plant I also have installed, and considerable less fuel on account of our getting the benefit of every pound of coal burned in the living rooms while a great deal of heat is wasted in the basement with the steam plant.

The convenience of being able to have almost instant heat after starting the fire is a very great advantage for Spring and Fall use, as we found the steam plant too slow firing and wasteful to make any use of it except for steady use Seeing that it was necessary to install this furnace in the N.W.corner of my residence the efficiency of it seems remarkable. Yours respectfully,

R. McKIE, of the McKie Buggy Co.

# Company, Limited

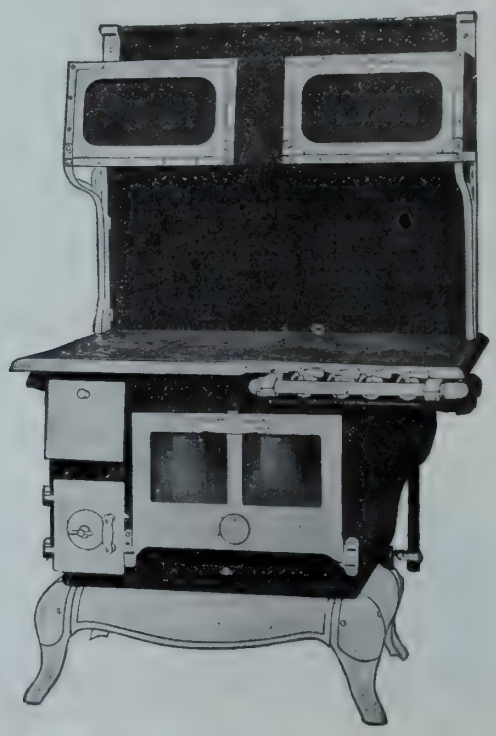
## Ontario

**Winnipeg, P. O. Box 687**

# PILOT QUEBEC

## With Oven

Cooking Top 21 ins. x 33 ins.
Four 8-in. Cooking Holes.
Inside Dia. of Fire Box, 10 3-4 ins.
Large Oven, 14 ins. x 18 ins. x 10 1-2 ins. High.
Ash Pan, 8 1-4 ins. x 10 1-4 ins. x 3 ins. Deep.
No. 8-4 without Grate.
No. 8-40 with Grate.



### Pilot Combination No. 21

AS can be seen from the illustration at the right this is a handsome range, neatly and tastefully trimmed. Not only does it interest your range-buying prospects by its appearance, but it thoroughly convinces them by its features of good workmanship, sensible design and high-grade materials. Notice, especially, the warming closets, and the oven with glass doors and thermometers. The gas side is free from projecting pipes, etc.

*See our line at Toronto Exhibition.*

# The Hall Zryd Foundry Co.,

**Limited**

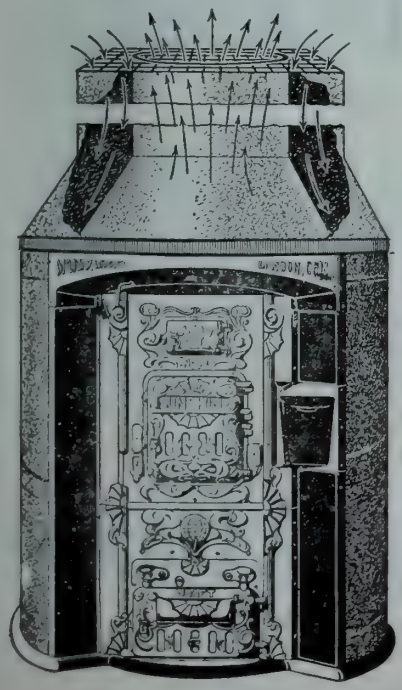
## Hespeler, Ontario, Canada

**Western Branch: Winnipeg, P.O. Box 687**

*If interested tear out this page and place with letters to be answered.*

# *SELL Comfort*

The appeal to the average consumer is not contained in the mechanical construction of the heating plant but in its actual ability to provide even warmth on an economical basis. Therefore sell "comfort." Sell it through McCLARY'S Furnaces. The knowledge that these Furnaces do guarantee warmth in midwinter is the vital talking point. The evidence of thousands of installations is yours. Their popularity carries conviction. The joy and pleasure of cosy winter comfort, at a low cost of fuel and with a minimum repair bill, appeals with double strength when McCLARY'S Furnaces are suggested. You are selling your prospect the very thing he desires—real home comfort. It is a fundamental of human existence.



When conditions are favourable there are two mechanical means of carrying winter comfort into the home

**McCLARY'S**
**"SOFCO SUNSHINE" & "RADIUM"**
**One Register Systems**

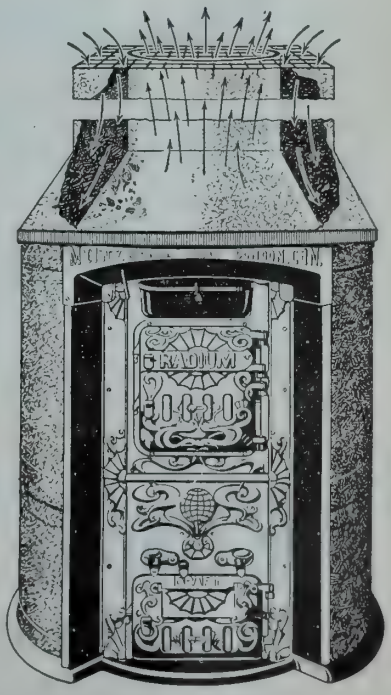
These two Furnaces are specially constructed to heat specified types of homes through one large Register. Their operation is based on nature's method—air circulation. We have a descriptive folder entitled—
"Balmy June days Winter thru."
Send for your copy to our nearest Warehouse

# McCLARY'S

**Factories at:**

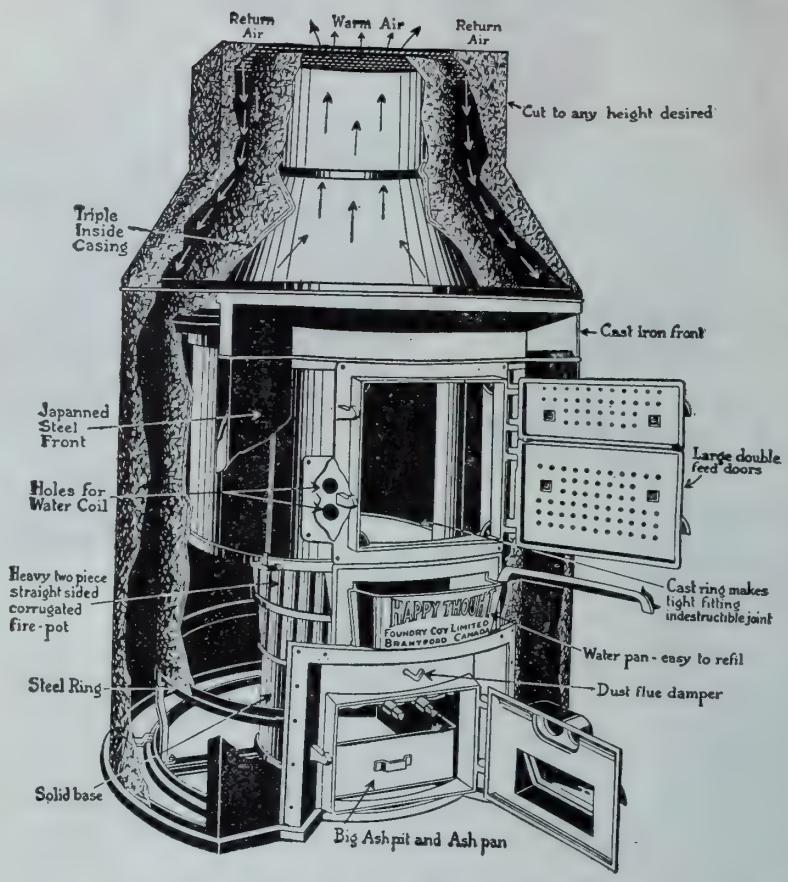
**LONDON & MONTREAL**

**Branch Warehouses at: London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Calgary, Saskatoon, Edmonton.**




*If interested tear out this page and place with letters to beisers listed under proper heading.*

# FURNACES




There are standard types of homes with the same heating problems. These problems are solved with standard methods of installation. Standard Furnaces are therefore offered by every Furnace Manufacturer. But there is the exception to the rule—in this case a very large exception. For thousands of homes have their own particular heating problem, different in every way from the standard pattern.

Here is where the "Happy Thought" complete line of Furnaces assists the dealer in making sales. No claim is made that one type of Furnace will heat any type of home, because it will not. A clear cut statement is offered that we have a particular type or grade of Furnace that will meet any existing conditions.

For instance—for buildings of unusual dimensions, such as Churches, Public and Private Institutions, etc. a special heavy large capacity Furnace is the logical installation. For such an installation we have two Furnaces of practically equal merit, viz:

## The GARNET and The LEADER

Moreover—the **LEADER FURNACE** is peculiarly adaptable since it is not only a warm air heating system, but it can also be supplied as a combination warm air—hot water system.

For the standard type of home we have the **RELIANCE** Furnace. The Reliance is of normal capacity, reasonable weight and reliable construction.

Then, the Bungalow Furnace—a smaller type of warm air Furnace. Not massive or complicated—a very simply constructed warm air heating plant for the cottage or small bungalow.

For buildings of specific construction we have the "Happy Thought" Pipeless Furnace, built on modern scientific principles it circulates warm air and draws the cool air from the rooms. It operates efficiently.

These Pipe and Pipeless Furnaces make a line of Furnaces complete in every respect. They need no introduction to the builder or householder. They are deservedly popular. Communicate with us for selling plans.

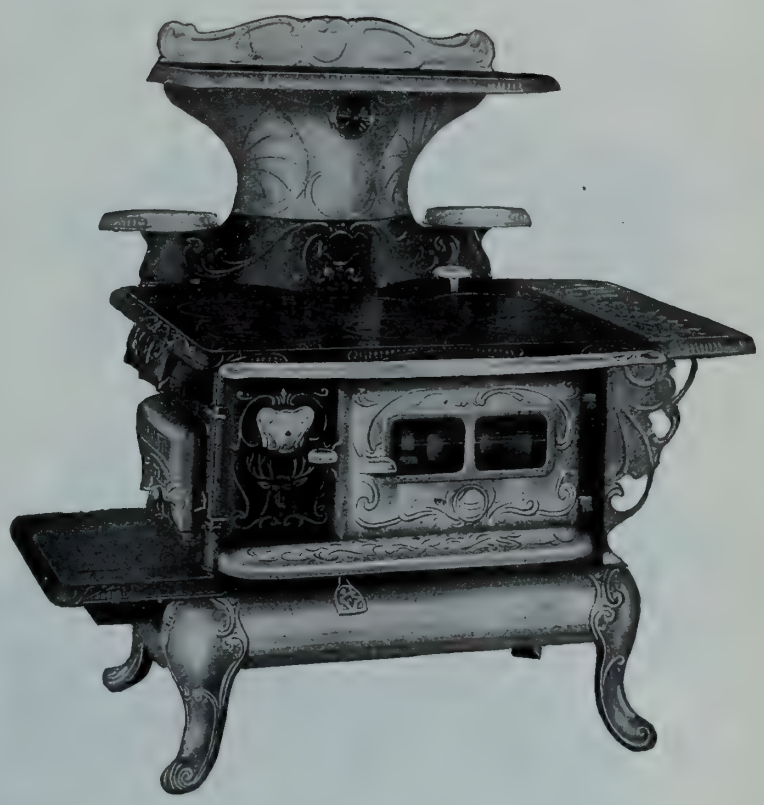
## The Happy Thought Foundry Co., Limited

**Brantford - - Canada**

*If interested tear out this page and place with letters to be answered.*

# RANGE

SELLING Ranges is difficult when the product is unknown—and a product is unknown when its service is only medium and its appearance unattractive. The Canadian buyer is consistent. Where good Ranges have built up a character for results, other buyers demand the same type. Right here is where the "Happy Thought" dealer, who is alive to his opportunities, reaps the reward of consumer satisfaction. In practically every community the "Happy Thought" Range is highly praised. Its remarkable tenacity and splendid baking abilities have stamped it as a Range of character. The demand for this Range is strongly in evidence. It can be increased by dealers who realize the need for active selling campaigns.



The "Happy Thought" Foundry Co. have a complete line of Ranges and Heaters to offer, from the standard "Happy Thought" Range to the small air-tight Heater now known as the "Happy Thought" line. This line embraces every type of coal and wood range in demand. It also includes two combination Gas, Coal, and Wood Ranges, the "Happy Thought" Combination and the "Golden Age" Combination.

The "Happy Thought" is made in either cast or steel. There is a varied choice of types covering city or rural requirements. Other Ranges of medium weight include the "Harvest Home," "Britannia" and "Northern Steel Ranges" and the "Standard" cast range —The Standard is a medium priced, well equipped range suitable for the average family.

Heaters are well represented in the "Happy Thought" line. Two distinct types are deservedly popular.

The Three-In-One is a large oval Heater with unusual area of radiation. It burns hard and soft coal and wood.

The "Happy Thought Quebec" is a modern heater with strong selling points. Its brick lining is practically indestructible and, for firing, the swing cover and entire top moves to one side in one operation.

The Happy Thought Foundry stands today equipped with unusual facilities for assisting dealers in the marketing of the Happy Thought line.

Write us for selling plans and pamphlets.

## The Happy Thought Foundry Co., Limited

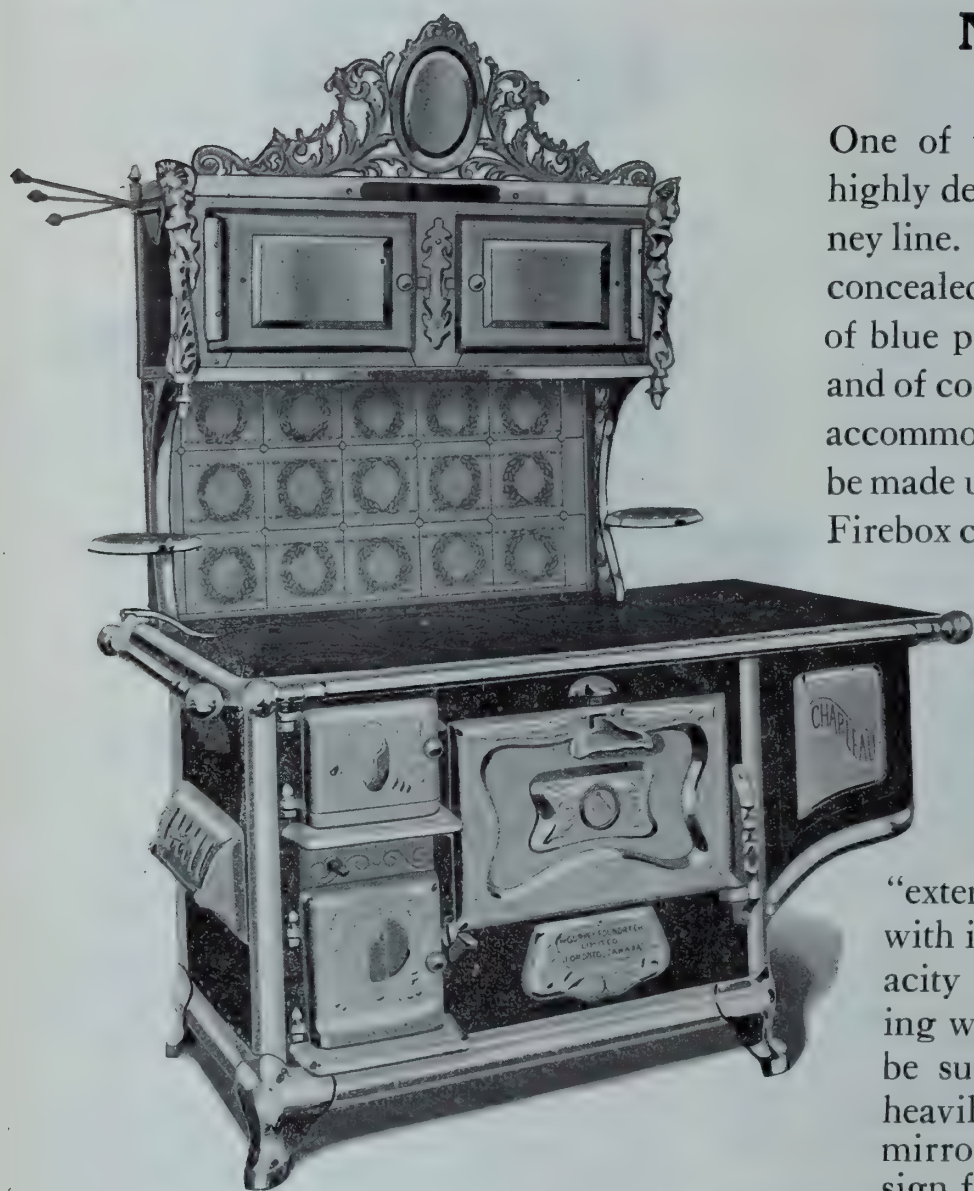
**Brantford - - Canada**

*If interested tear out this page and place with letters to be answered.*

Gurney

# Chapleau Range

## NO. 1991




One of the handsomest and most highly decorated ranges in the Gurney line. Smoke pipe is ingeniously concealed. It is of the highest type of blue polished steel construction and of cooking dimensions ample to accommodate any demands that may be made upon it by a large family. Firebox can be equipped with grates for burning either wood or coal. Oven door is of the drop type, spring balanced.

The Chapleau is made in two sizes and two models, one "square," the other "extended." The latter herewith illustrated, has a large capacity copper reservoir for heating water. The Chapleau can be supplied with high closet, heavily nickelled and set with mirrors. Tiles of attractive design form the upright back.

# The Gurney Foundry

## TORONTO,

**MONTREAL, WINN-**

*If interested tear out this page and place with letters to be answered.*

Gurney

# Royal Keystone

## NO. 1881

A handsome, efficient range with plain finish which makes for easy cleaning. Here illustrated with a Cast High Shelf but can be supplied with plain steel high closet with nickel trimmings.

The Firebox is deep, lined with clay fire bricks and is fitted with either flat, duplex or roller grates. An extension is provided for burning wood in long lengths. Large flues of novel design give positive baking results. It is equipped with direct draft damper and an efficient check damper, an exceptionally large oven is obtained in this model by means of an extension at the back; solid end shelf is substantial enough to bear any reasonable weight.

# Company, Limited

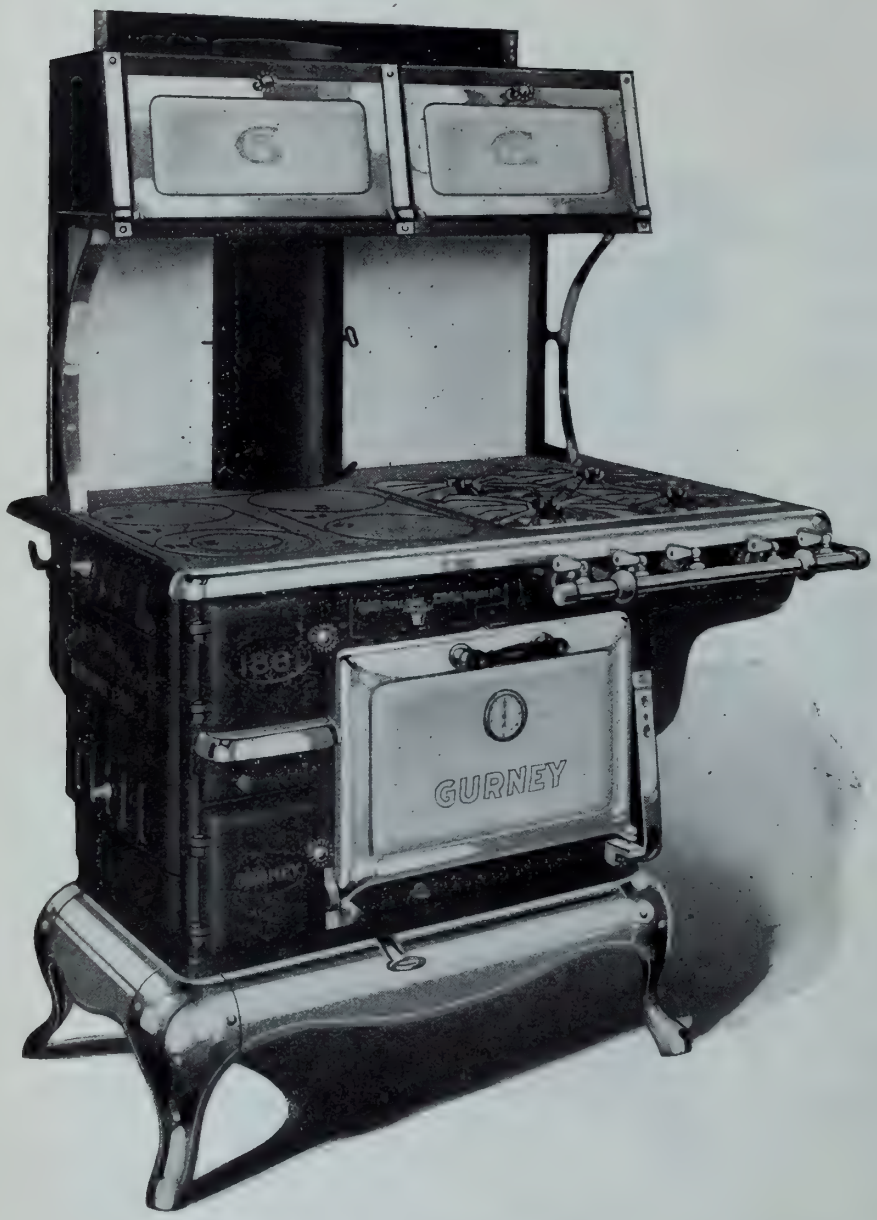
## CANADA

**IPEG, VANCOUVER**

*If interested tear out this page and place with letters to be answered.*

Gurney

# No. 1881 Combination Coal and Gas Range




This range fills a want of the Canadian public which results from the wide variety of weather experienced in Canada. During the summer months when as little heat as possible is particularly desirable, it may be used solely as a Gas Range, while for cold weather the coal and wood portion comes into play. In short it meets all conditions instantly.

It may be fitted with the most modern type of warming closet with white enamel panels. Has thermometer in oven door, nickel towel bar and nest ring cover over coal fire. Oven door opens flush with bottom of oven making a convenient shelf for basting.

## The Gurney Foundry

**TORONTO,**

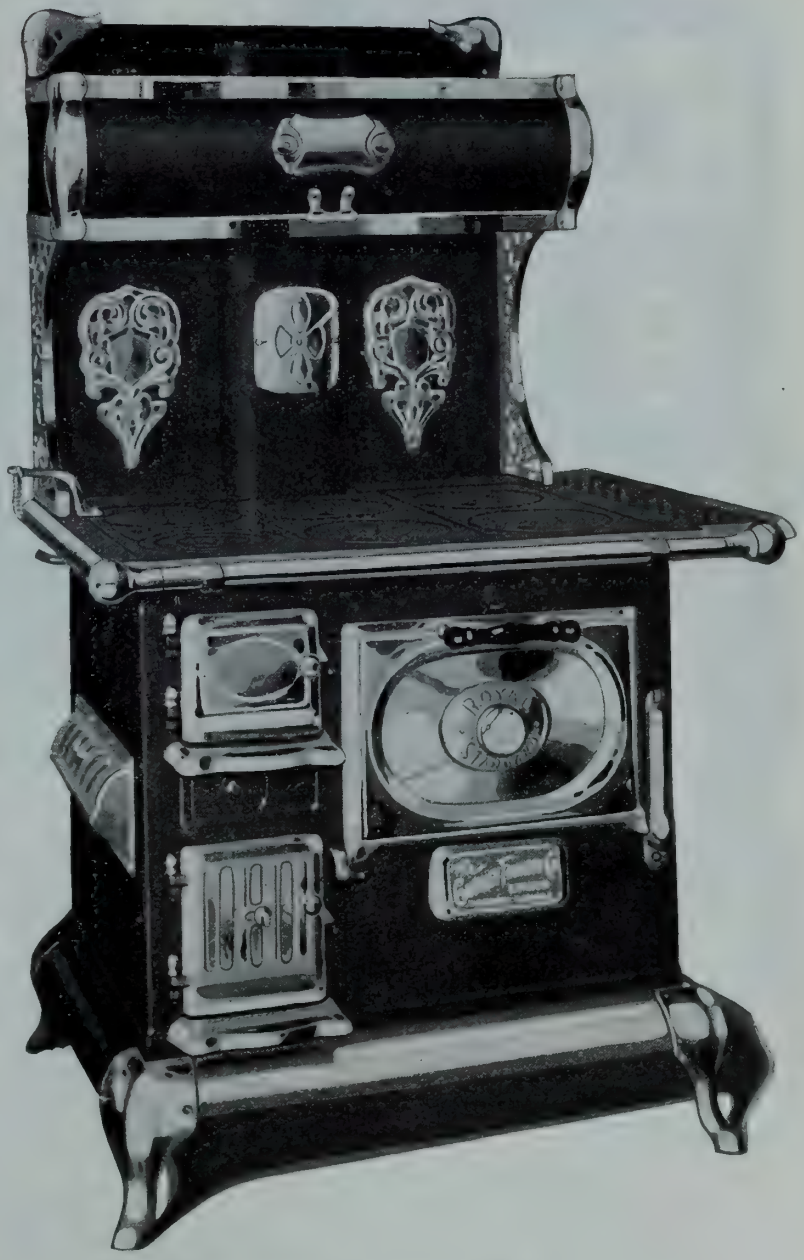
**MONTREAL, WINN-**

*If interested tear out this page and place with letters to be answered.*

Gurney

# Royal Standard

## NO. 1881



—an extremely handsome Range, especially suitable for the small kitchen, represents the same exacting care and skill of designing as do larger Gurney models. It is built throughout of the finest material.

The top band, towel bar, end-shelf, fire and ashpit doors, oven door frame, panel and medallion are all nickel-plated. The front base strip and the two front legs are also nickel-plated, the others finished in durable black japan.

The Royal standard has roomy and efficient firebox equipped with duplex grates suitable for either wood or coal. The front key plate lifts up for broiling purposes.

Supplied with either plain or ornate warming closet.

Made in square style only.

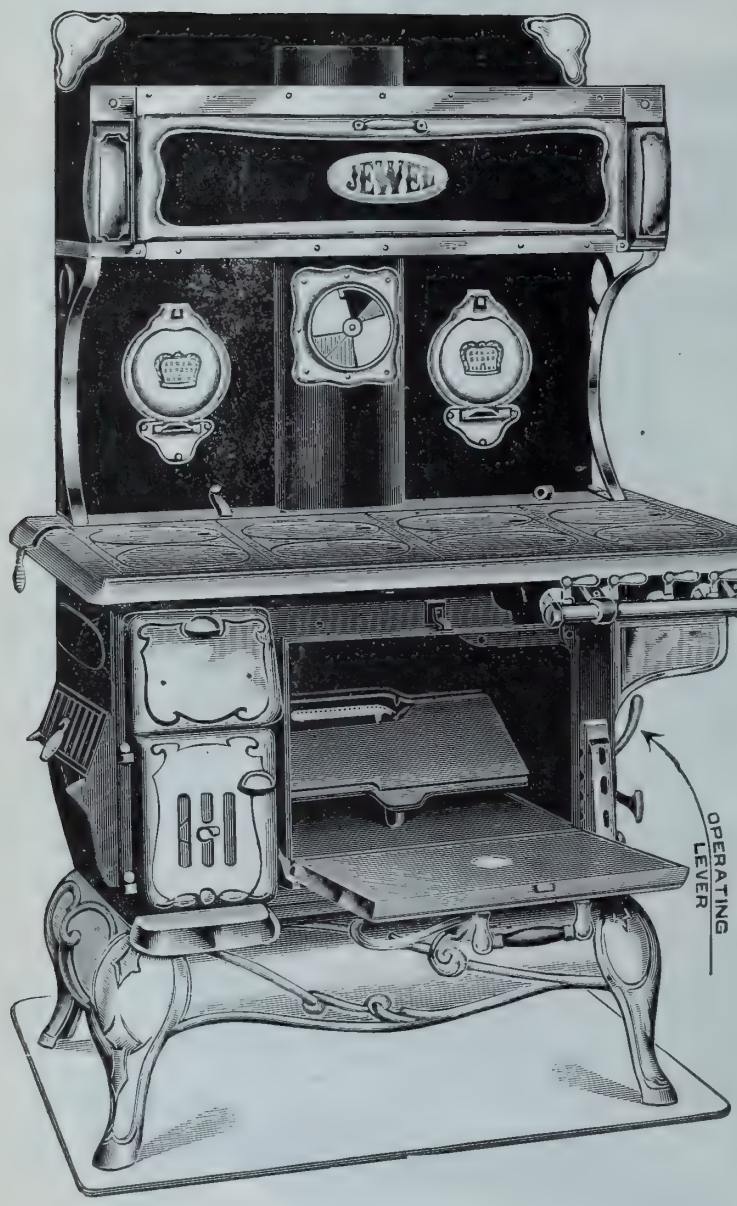
# Company, Limited

## Canada

**IPEG, VANCOUVER**

*If interested tear out this page and place with letters to be answered.*

# The Triplex Jewel Combination Range




The most modern, and vitally important features, are embodied in The "Triplex Jewel." It is the acknowledged leader of "Combination Ranges."

You cannot offer to your customers another range so well equipped, so attractive in appearance, and so efficient in design. It is a range that creates and closes sales with merely common-sense display, demonstration, and salesmanship on your part.

Best of all it is dependable in use. Once installed and in operation it continues to direct good-will and additional business to your store.

Every hardware merchant who is honestly interested in giving his customers good service and good value for their money should investigate The Triplex Jewel Combination Range. The "Triplex Jewel" is imitated, but has not yet been equalled. Compare the weight of the "Triplex Jewel" with similar appearing ranges, and convince yourself that we have not skimped our product. Begin by writing us today for full information.

*Manufactured by*

## The Burrow, Stewart & Milne Co., Limited

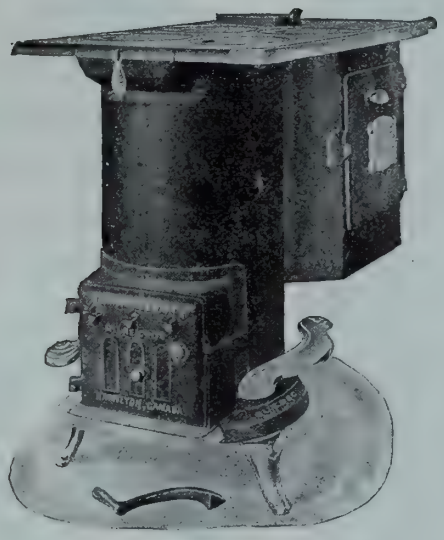
**Hamilton, Ontario**

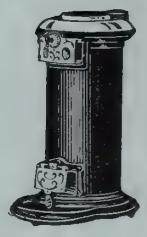
**Branches: Toronto, Winnipeg, Montreal**

*If interested tear out this page and place with letters to be answered.*

# QUEBEC JEWEL

## Slow Combustion, Direct Draft for Coal, Coke or Wood





## Quebec Jewel With Oven

The Quebec Jewel, with oven, is both a heater and a range. Handsomely-trimmed in nickel, and made throughout from the highest-grade materials. Main top is 31 x 32 inches. Suitable to Railway Vans, Boarding Cars and Small Families.

The Quebec Jewel is made in four styles, A.,B.,C., and with oven. Can be supplied in plain or with nickel trimmings. Large cast iron bottom tray and ashpan supplied. Ashes are removed by ashpit door at the bottom.

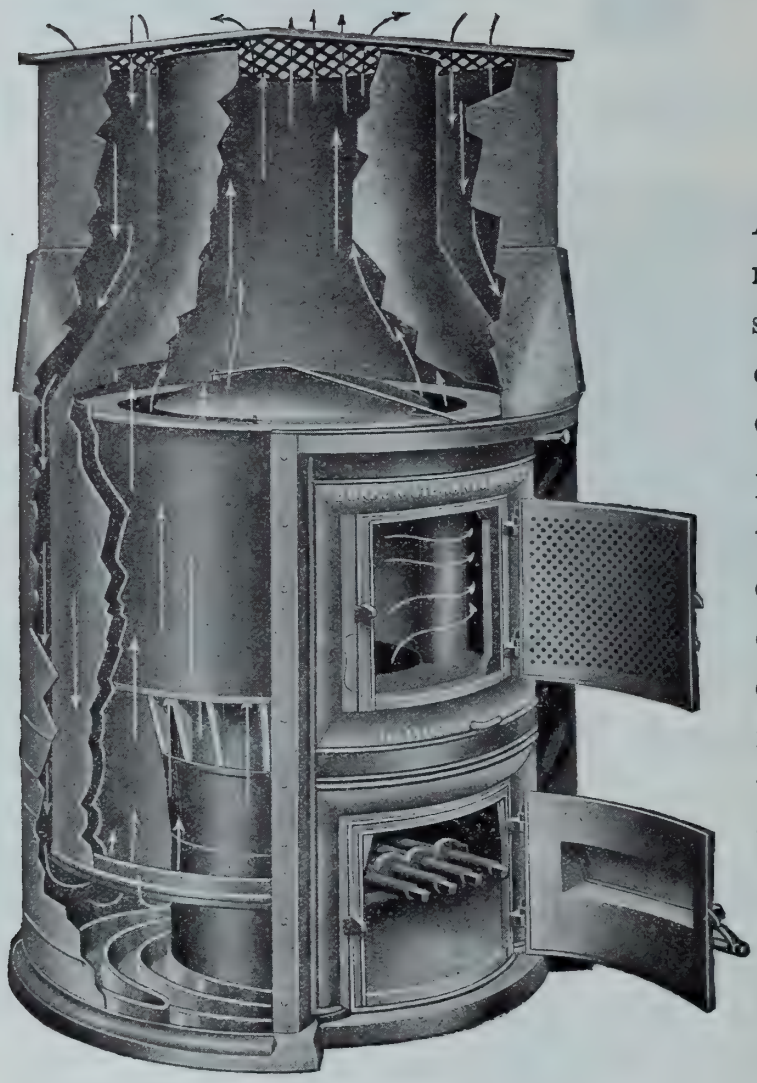
*Manufactured by*

# The Burrow, Stewart & Milne Co., Limited

## Hamilton, Ontario

**Branches: Toronto, Winnipeg, Montreal**

# "JEWEL PIPELESS"



## The Finest One-Register Furnace on the Market

A Super Quality Furnace. All the materials, workmanship, and the design itself, are excellent. Skilled mechanics erect it, under the supervision of experts.

In design, the principle of air circulation, on which all Pipeless Furnaces depend, has been applied in the most effective manner possible. No furnace could be better designed to efficiently receive returning cool air, and heat it to go forth again, warming every room to a genial, comfortable warmth.

This is an opportunity to enjoy the same volume of sales and profits that Jewel Furnaces have brought to merchants—Investigate!

***Secure the Agency for Your Territory Now!***

*Manufactured by*

**The Burrow, Stewart & Milne Co., Limited**

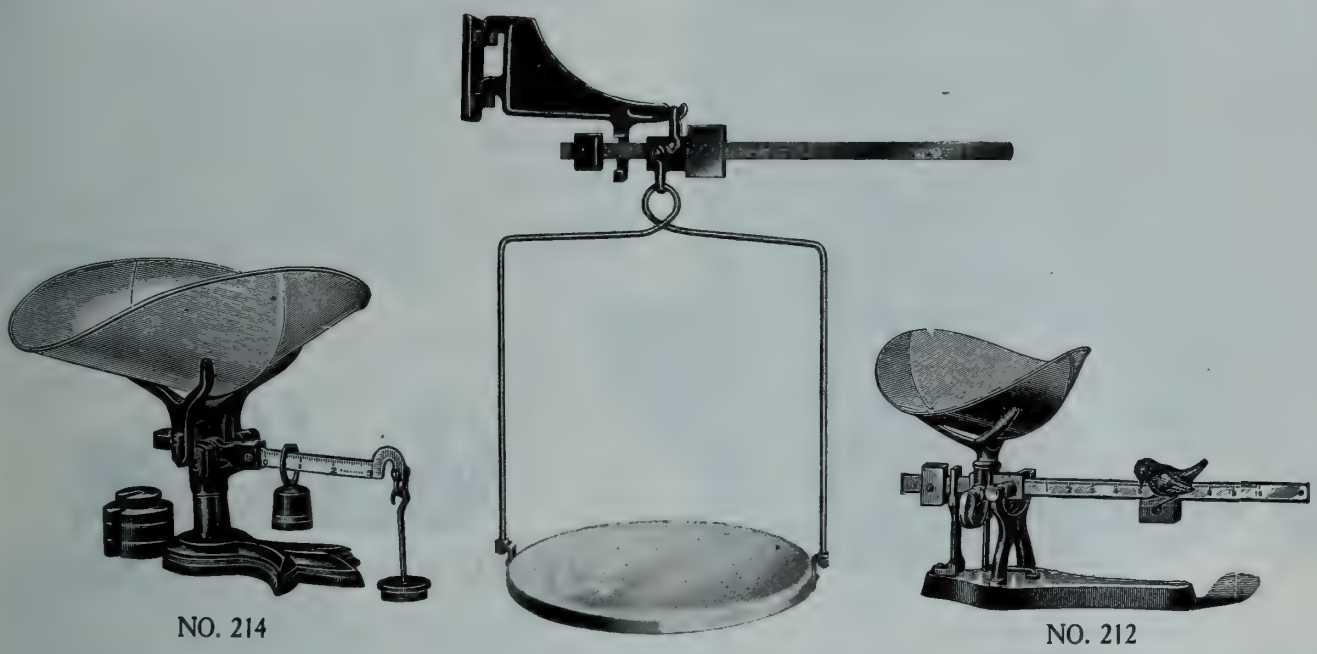
**Hamilton, Ontario**

**Branches: Toronto, Winnipeg, Montreal**

*If interested tear out this page and place with letters to be answered.*

# SCALES

## Hanging Household and Other Styles



NO. 214 NO. 212

In the home, as in the business house, people are paying closer attention to efficiency. Particularly are housewives installing appliances that save money, labor, or time. Household Scales save money.

No. 212 has capacity from one ounce to ten pounds. The Scale has nickel-plated beam and strong tin scoop.

It is light, neat and durable, reliable and accurate, easily handled, and when not in use, takes up very little shelf room.

Inspected and stamped by a Government official.

No. 214, with capacity of one-half ounce to 25 pounds. has a brass beam, marked to three pounds in half ounce notches.

Extra weights supplied—Two 8-lb., one 4-lb. and one 2-lb., making the total capacity of scale 25 pounds.

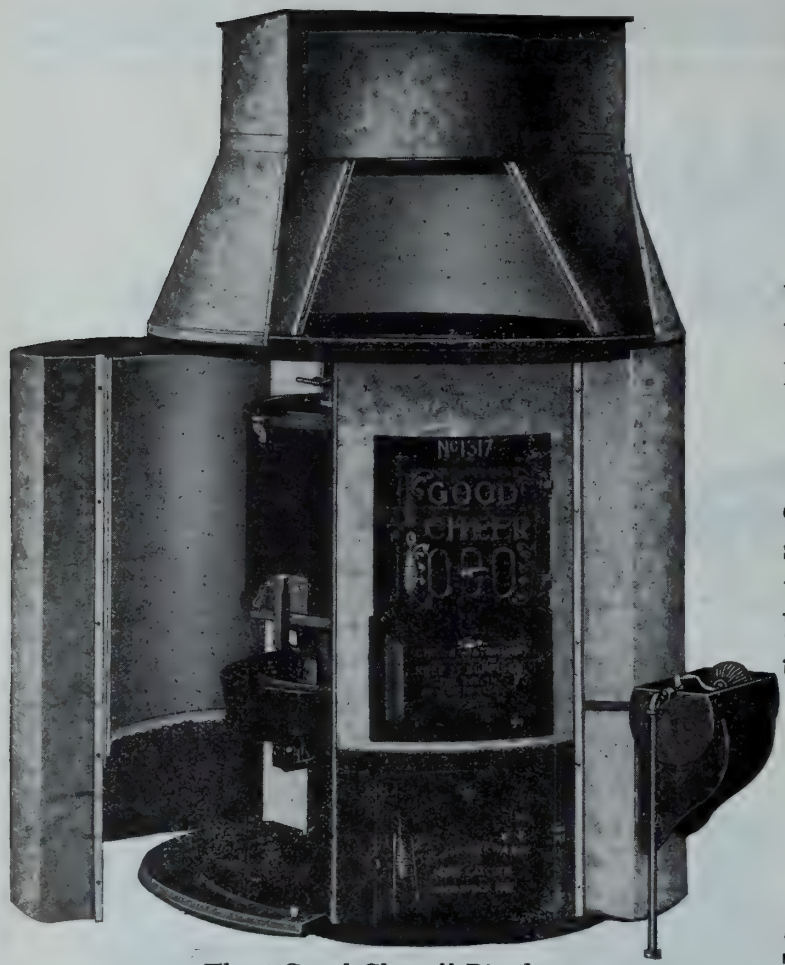
Manufactured By

## The Burrow, Stewart & Milne Co., Limited

**Hamilton, Ontario**

**Branches: TORONTO, WINNIPEG, MONTREAL**

*If interested tear out this page and place with letters to be answered.*




**The "Good Cheer" Pipeless**
is easily assembled by any two handy men.

# "GOOD

## Sell Trade-Building Goods

Stoves and Furnaces without the essential or exclusive features as are embodied in the "Good Cheer" line are about as complete as

### A Car Without A Self-Starter

On the utility of the article which your customer buys, depends the measure of his satisfaction and the favorable comment which leads to that desirable end—the building up of a growing and enduring trade.

Study then, the completeness of

## "Good Cheer"

## STOVES & FURNACES

The "GOOD CHEER" SPECIAL HIGH CLOSET has a seven inch low shelf the full length of the closet—instantly appreciated by the busy cook. The closet is a thing of beauty in white enamel and nickel, and gives just the desired finishing touch to the range.

The CIRCLE WATERPAN of the "Good Cheer" marks an advance of inestimable value as, in piped or pipeless furnace, it assures that relative humidity of the warmed atmosphere essential to health, comfort and economy of fuel. With the water feed attachment the pan is kept filled automatically.

The BRICK LINED SQUARE HEATER has an oblong firebox, and with the special summer grate, the style with oven is a most complete summer and winter stove for both coal and wood. Reservoir is attachable at either end. Made in three sizes square and one size with 16 x 13 x 10 oven and four 9 inch holes.

The "GOOD CHEER" CABINET is well known as the only farm range with a modern elevated oven of l arge capacity and a full sized 6 hole cooking top.

Our line will interest you and your customers, and for illustration and particulars of the Cabinet and all other "Good Cheer" manufactures, ask for Catalogue No. 61A.

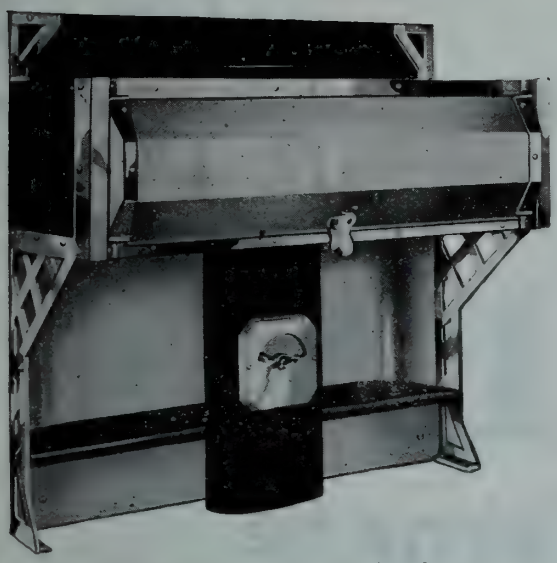
# The James Stewart Mfg.

**The James Stewart Mfg. Co. Ltd.**
**156 Lombard St., Winnipeg, Man.**

**Metals Limited**
**Calgary, and Edmonton, Alta.**

*If interested tear out this page and place with letters to be answered.*

# CHEER"



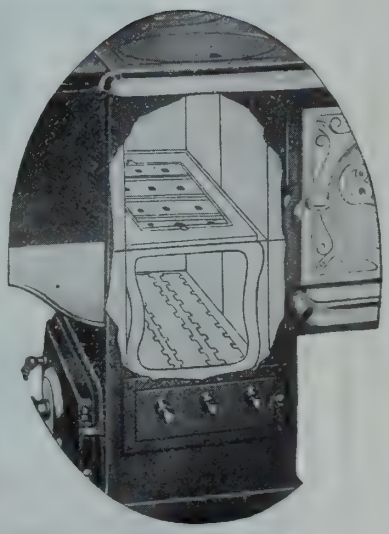
"Good Cheer" Special High Closet
(Design Registered)

See our display at Toronto and London Exhibitions.

"Good Cheer" Steel Ranges.
Made in two styles, Nos. 21 and 99 series

The upper grate can be used for coal as well as wood, and has a dump section in it. It can also be oscillated by rocking any of the lower grate bars.

It makes a most complete combination of heater and cooking stove for winter and a summer cooking stove. It is supplied in plain or white enamel finish, black or polished top, and with or without high closet, reservoir or water-back for domestic heater.



## Co., Limited, Woodstock, Ont.

**Lynch, Parker & Plews**
**Regina, Sask.**

**McLennan, McFeely & Co., Ltd.**
**Vancouver, B. C.**

*If interested tear out this page and place with letters to be answered.*

# You Can Get of Your

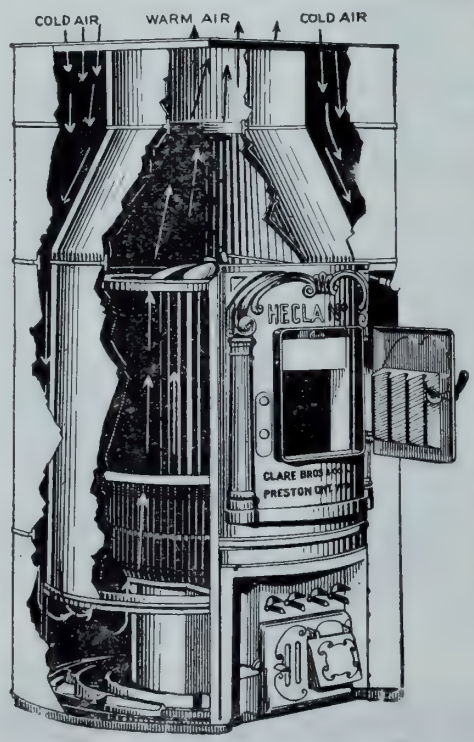
## with the

# HECLA

## Pipeless Furnace

THE Hecla Pipeless Furnace is a heating system absolutely guaranteed to give entire satisfaction. A furnace which thousands of owners in all parts of the Dominion claim is saving from one-third to one-half on fuel bills.

What stronger recommendation of its selling qualities could you wish! Its features are numerous. Patented Fused Joints keep the radiator tight for all time against leaks of gas and dust. The Steel Ribbed Firepot gets more heat out of coal than an ordinary furnace—and saves **one** ton of coal out of every **seven.** The Hecla Pipeless Furnace is easy to install. One register heats the whole house. You can install it **complete** in one day. You are not dependent on carpenters and other workmen. You can install it in houses where provision for register pipes has not been made. The Hecla Pipeless requires only a small excavation in the cellar.




It will soon be furnace time again. Get in touch with us regarding the Hecla Pipeless at once. Learn our generous dealer proposition. A postcard will bring a prompt reply.

**Clare Bros.**
**Preston**
**Winnipeg**

*If interested tear out this page and place with letters to be answered.*

# the Business District

## and the

# SUCCESS

## Pipeless Furnace

THE Success Pipeless Furnace operates on the same efficient principles as the Hecla Pipeless. And it has the additional advantage of low cost of installation.

You will find very few ordinary size homes which cannot be heated by the Success Pipeless. It offers efficient heating at moderate cost. It offers the least bother in installing—particularly in an old house. It makes it possible for you to install a fine heating plant without cutting up walls all over the house.

On account of the double casing, no heat is wasted in the cellar. There are no overhead pipes—so that the Success Pipeless uses very little cellar space. It can be installed in even less time than the Hecla Pipeless.

You can see from these facts the opportunities for increased business which the Hecla Pipeless and the Success Pipeless will open for you. We are prepared to assist you in getting this business—through advertising matter, sales helps, circular and follow-up letters, etc. Prepare now to line up the prospects in your vicinity for either of these guaranteed heating systems. Write us now. Delay will only mean loss of valuable time in the midst of the furnace selling season.

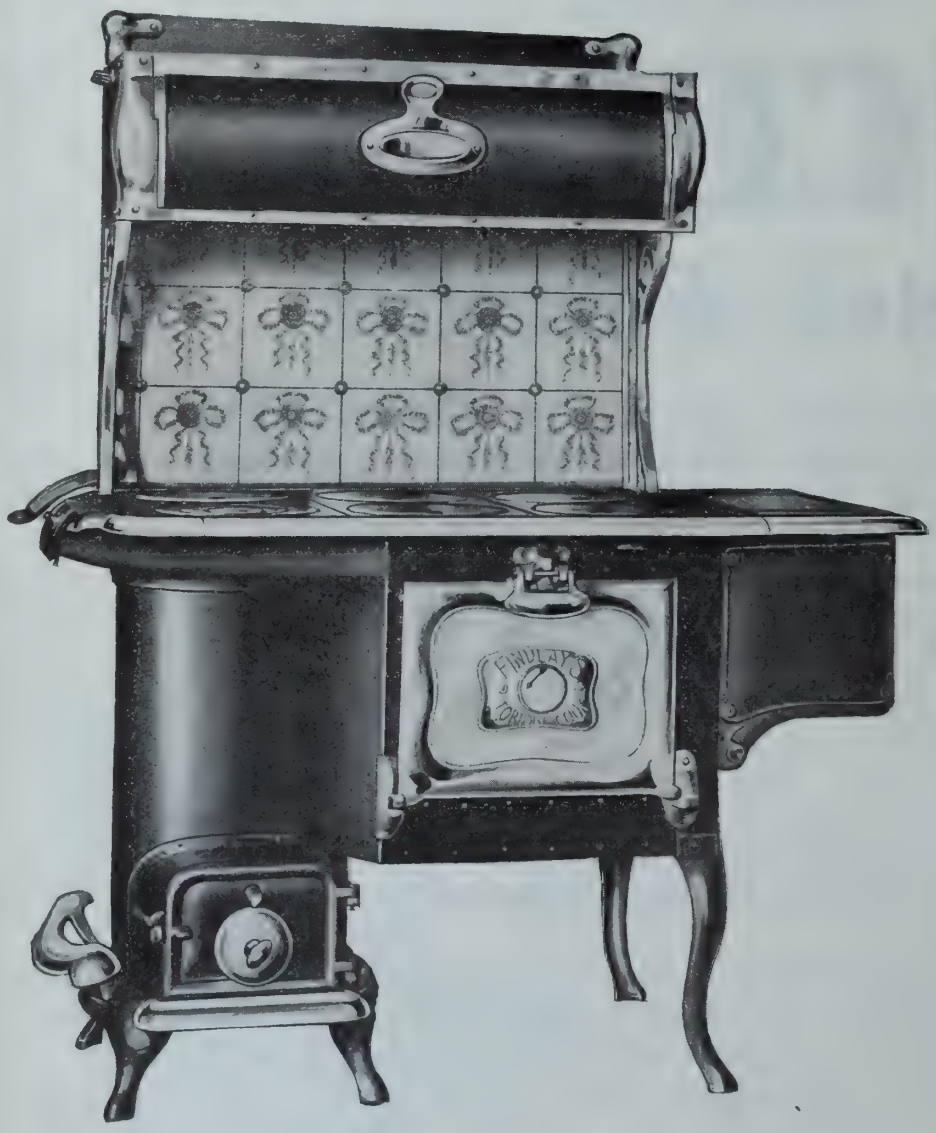
**& Co., Limited**
**Ontario**
**Vancouver**

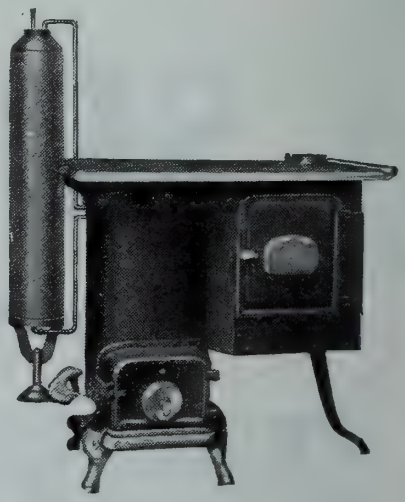
*If interested tear out this page and place with letters to be answered.*

# The Combined Tortoise Cook & Heater

## is proving a huge success.

Thousands are being sold throughout the country with the very best results. This stove will do the work of a large range and heat the house as well. It will cut the fuel bill for the cooking and heating of an ordinary home nearly in two.



**The Water brick in this Stove has an unusual heating capacity.**

Heats
Cooks
Bakes
Burns Hard Coal
Soft Coal
or
Wood

The Tortoise Cook is made with four and six hole tops with three different size ovens.

If you are not handling this stove Mr. Dealer it will pay you to order samples. It can be sold for about half the price of an ordinary range.

We invite you to inspect our displays at the Toronto and Ottawa Exhibitions.

## FINDLAY BROS. CO., LIMITED

CARLETON PLACE, ONTARIO

REVILLON WHOLESALE, LIMITED, Edmonton, Alta., Wholesale Agents for Alberta

*If interested tear out this page and place with letters to be answered.*

## Findlay Pipeless
### "500" SERIES
# PIPELESS

The "500" Series Findlay meets both **PRICE** and **QUALITY** competition. It is low in cost but bears all the best features of first-class furnace construction.

**Here are actual facts:** The No. 520 Findlay has 18 inch firepot, 32 inch radiator, 37 inch inner casing and 43 inch outer casing.

To the practical dealer these figures carry their own message. All that is needed now is to examine the interior of the furnace and **get our prices.**

Our new folder illustrating the special features of the furnace itself, the extra deep ashpit, the four-bar triangular grate, the heavy two-piece ribbed fire-pot, the gas-tight and dust-proof radiator, will be mailed upon request.

**Write for it today** and watch your furnace business grow.

**See our display at Toronto and Ottawa Exhibitions.**

## Findlay Pipeless
### "200" SERIES
# LEADERS

The "200" Series Findlay while in outward appearance resembles the ordinary Pipeless furnace, is in reality in a class by itself. It has special exclusive features not found in any other furnace.

The **HEAT RETAINING APRON** which extends from the bottom of the radiator, circling the firepot, alone adds 12% to its efficiency.

**The big, sanitary,** 3½ to 5 gallon **water pan** conveniently placed just above the ashpit, with hinged door in front for filling and cleaning, is another feature that makes a profound impression on your prospective customer.

The **outside shaking grates** when properly operated, keep the prime surfaces of the firepot clean without waste of fuel from the centre of the fire.

**Our money back guarantee** covers every Findlay installation. Blue prints are supplied for every prospect if desired.

**Write for booklet** illustrating features not mentioned here.

# FINDLAY BROS. CO., LIMITED
CARLETON PLACE, ONTARIO

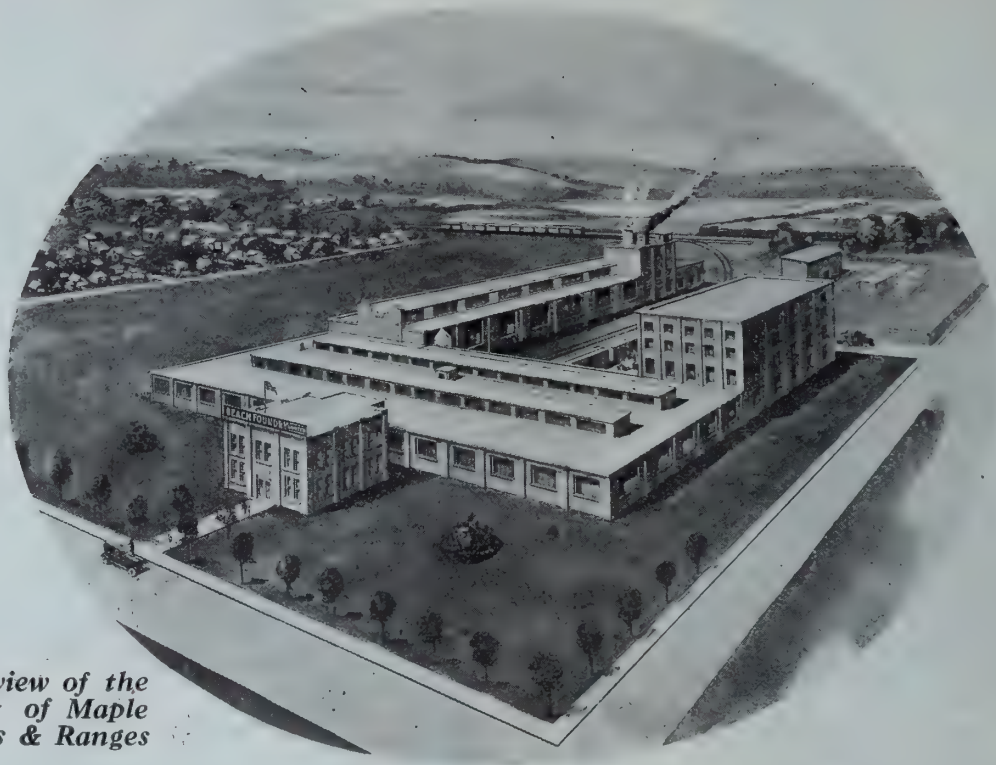
***Alberta Distributors:***
REVILLON WHOLESALE, LIMITED
Edmonton, Alta.

***Manitoba, Saskatchewan Distributors:***
WRITE US DIRECT.

***MADE IN THREE SIZES***

***MADE IN FIVE SIZES***

*If interested tear out this page and place with letters to be answered.*



*Birds-eye view of the new plant of Maple Leaf Stoves & Ranges*

# Concerning the Big New Home of Maple Leaf and Some of Its Famous Products

EIGHTEEN years ago we started making Maple Leaf stoves and ranges. Our beginnings were small. But by using every effort to make a perfect article—the business has increased from year to year to such a point that frequent expansions in equipment have been necessary. And even with these expansions—our facilities in the old plant have been unable to always cope with the business growth.

So a little over a year ago we secured four acres of ground and started to build a thoroughly modern and up-to-date foundry plant with a large capacity—with the result that to-day we have one of the largest foundry plants in all Canada.

The group of buildings comprising the plant consist of a foundry covering 14,500 sq. ft., an assembling building covering 24,000 sq. ft., a 4-story storage building with 32,000 sq. ft., of space and a 2-story office and showroom, 32ft. x 44 ft. in size.

The buildings are solid brick with concrete floors and of modern factory construction and have three times their former capacity.

Being located on the C. P. Railway with a branch siding to our shipping platforms—our shipping facilities are most excellent.

The new plant is a credit to the Maple Leaf line—and we are proud of it. And—hereby extend an invitation to all visitors to Ottawa to come up and inspect it at any time.

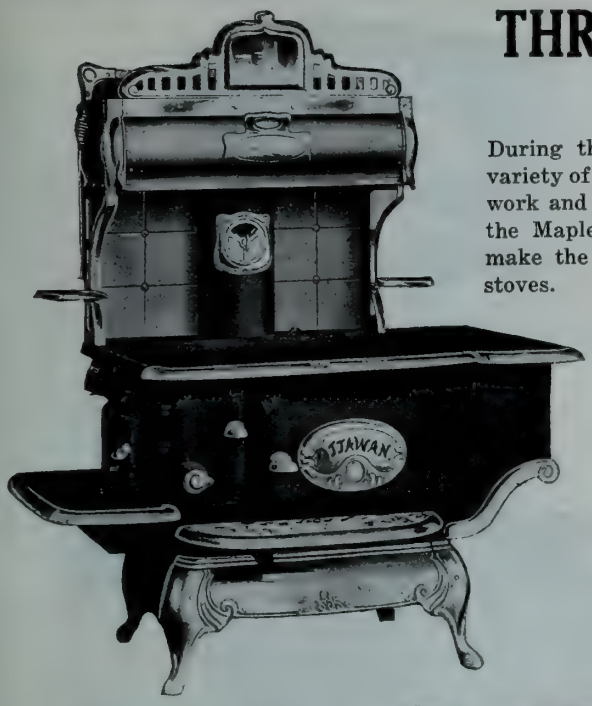
Incidentally, we are calling your attention in the following three pages to some of the leaders in the Maple Leaf line.

Look them over. They are real money-makers.

**BEACH FOUNDRY LIMITED**

***Factory and Head Office, Ottawa, Canada***
***Branches in Winnipeg and Vancouver***

# THREE OF THE FAMOUS MAPLE LEAF RANGES




During the past eighteen years we have made many ranges in a great variety of patterns and designs. Many of them have been built to do special work and to fit special conditions. But each and every stove turned out at the Maple Leaf factory is made with such unvarying high quality as to make the name "Maple Leaf" a synonym for everything that is best in stoves.

From our big line of ranges we are showing here three fine examples.

## Maple Leaf Ottawan Range

This is a heavy purpose cast range which can be safely guaranteed to give lifelong satisfaction. It has an attractive plain design with nickel trimmings that are easily removed for cleaning or polishing. It is equipped with a roomy, square oven of excellent baking qualities and there are several variations of back, warming closets and equipment to fit any particular taste.

**IMPORTANT NOTICE TO DEALERS**

The Maple Leaf line of stoves, ranges and heaters make both money and friends for you.

It is a line you can always depend upon. Write us today for our complete catalogue and latest prices.

**SEE Maple Leaf Stoves, Ranges and Heaters at the Exhibitions at Toronto and Ottawa**

## MAPLE LEAF Monarch Range

This is a heavy sheet steel range of most unusual value —of plain handsome design, with large warming closet, key-plate top with broiler lift, tubular towel bar; sturdy polished steel body with heavy asbestos lining. It has the latest improved fire-box with heavy duplex grates for coal or wood. (Also made with special wood fire box, burning 27½" wood.) The oven is 20 x 20 x 14", constructed of heavy sheet steel—the top being of double thickness, interlined with asbestos. The door is equipped with an oven thermometer.

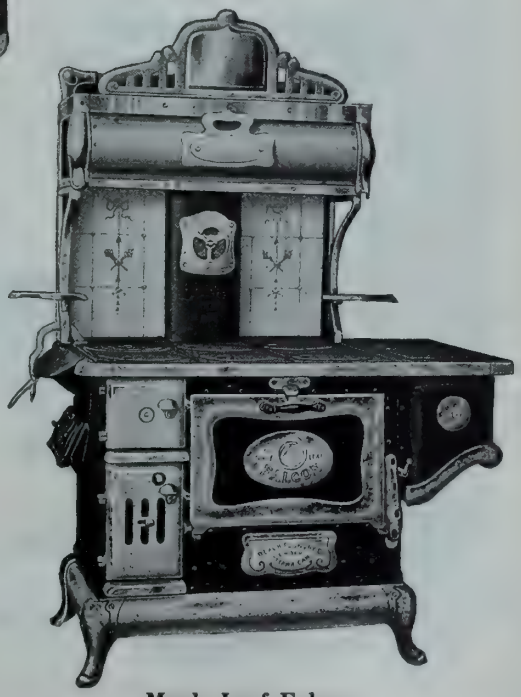
Maple Leaf Monarch

## Maple Leaf Falcon Range

This steel range has earned a well-deserved popularity—for it is one of the most desirable kitchen ranges available anywhere. It possesses every attachment and convenience a woman can desire, and has a durable duplex grate, large fire-box with perpendicular lining, sliding direct draft damper, lift-up front key-plate and a very large ashpan.

The Falcon heats quickly, evenly and well. It cooks or bakes perfectly at all times.

The large oven is made in two sizes, 18 or 20-in., and the oven door has an improved spring balance and a rubberoid handle which is always cool. The nickel trimmings are plain, highly finished and easily kept clean.



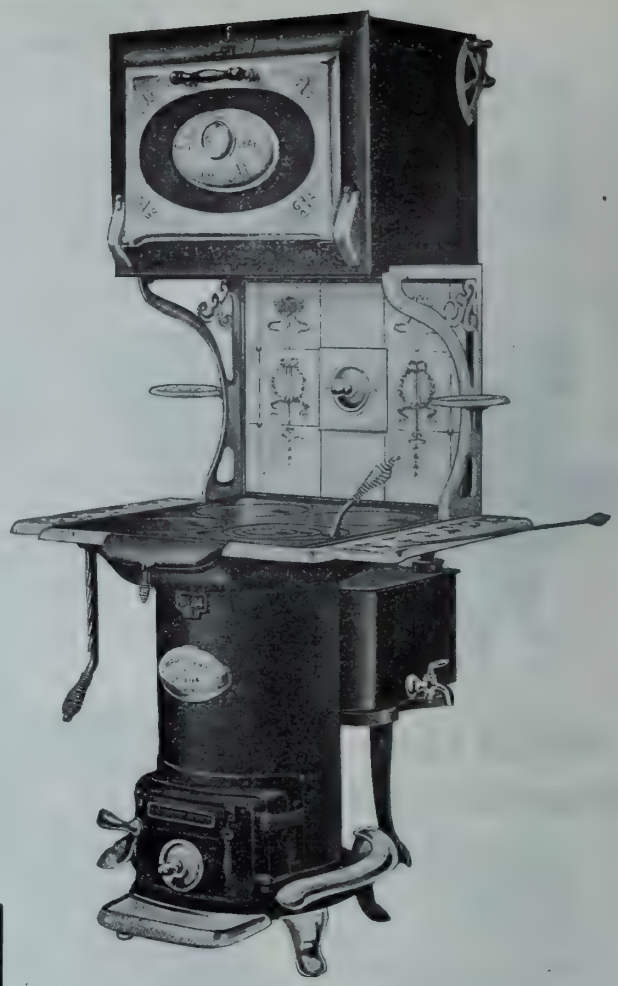

Maple Leaf Falcon

**BEACH FOUNDRY LIMITED**

***Factory and Head Office: OTTAWA, Canada.***
***Branches in Winnipeg and Vancouver.***

*If interested tear out this page and place with letters to be answered.*

# Two Noteworthy Maple Leaf Products Based on the Quebec Heater Principle



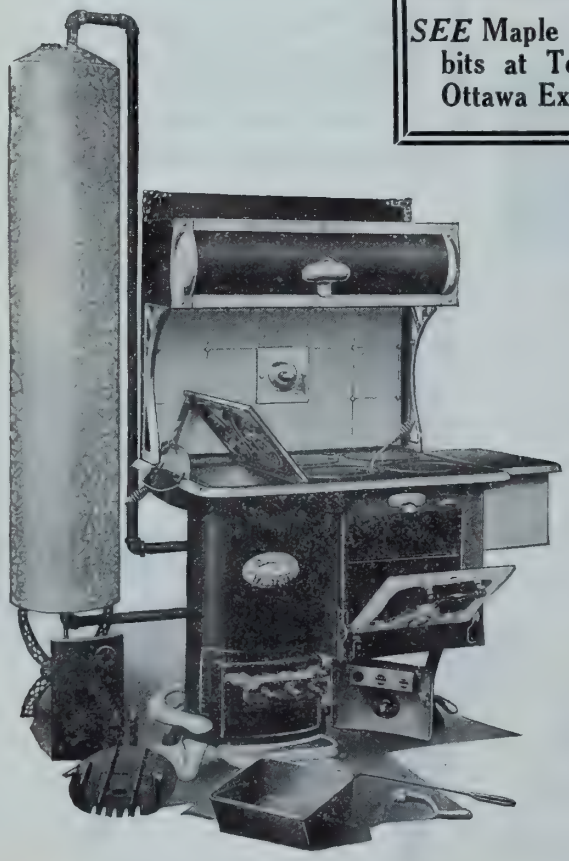
It has been the endeavor of every manufacturer to make a range utilizing the excellent combustion and heat producing qualities of the well-known Quebec Heater.

These two are the last word in ranges of this type.

## Maple Leaf Composite Range

A heating, cooking and baking stove of beautiful design and extreme efficiency—possessing all the desirable points of quality, economy and service. It is beautiful in design and takes up but little floor space. The high oven is both convenient and practical, having a well worked out flue and damper system which distributes the heat evenly and controls it perfectly. For cooking or baking it is unexcelled and it enables one to do the family cooking on the home heater. It will burn either wood or coal.

***SEE*** **Maple Leaf Exhibits at Toronto and Ottawa Exhibitions.**



## Maple Leaf "Thatsit" Range

This is our latest design in a combination heater and cooking range. It is constructed on the idea that the woman who is looking for absolutely the best stove for all purposes will on seeing it immediately say "that's it." Therefore, we christened it "Thatsit." It is a dandy.

It is based on the Quebec heater—but has a full sized 6-hole top. The size of the top, exclusive of reservoir, is 23x33½. The heat units are so controlled that whether the heat is on or off the oven, the fire must pass under all six covers. The oven is 13¼x11½x20″—with drop door, balanced spring type—friction catch—non-heating handle and thermometer. The stove is fitted with broiler lift and pouch feed door, cast iron undertop extends over top of oven, copper reservoir, with or without warming closet.

Here is a range you must see to appreciate. Ask us for full particulars.

**BEACH FOUNDRY LIMITED**

***Factory and Head Office: OTTAWA, Can.***
***Branches in Winnipeg and Vancouver.***

*If interested tear out this page and place with letters to be answered.*

# Three Suggestions from the Big Line of Maple Leaf Heaters and Furnaces

Realizing that in our North temperate clime a heater is a prime necessity wherever Northern people live—we have always paid special attention to stoves and furnaces which will give a maximum of heat with a minimum of fuel and effort. As a consequence the Maple Leaf line of heaters is very comprehensive and efficient, furnishing heat-making machines to fit all conditions.
Here are three picked from the many:—

## Maple Leaf Quebec Heater with Grates

The Quebec Heater, simple in construction and plain in design, leads all other heating stoves in efficiency. It burns any and all kinds of fuel, consuming it completely and extracting the last item of heat. It is easily managed, and being equipped with grates and ashpan, it is very readily kept clean.
We can furnish it in many sizes.

## Maple Leaf Quebec Parlor Heater with Grates

This is made a little more ornate than the ordinary Quebec heater, having hood and urn and footrail. It can be furnished with or without grates.

**See Maple Leaf Exhibits at Toronto and Ottawa Exhibitions**

*Dealers:*

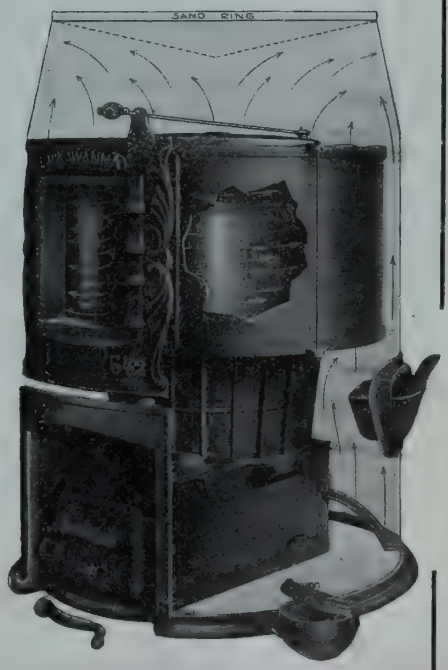
*If you are not acquainted with the Maple Leaf Line---it will pay you to investigate.*

***Ask us for our latest Catalogue and Price Lists.***

## Maple Leaf Lackawanna Furnace

This furnace is of low-down construction. In the illustration herewith we show a sectional view of the outline of casing. The arrow indicates the currents of draft, showing how the heat units travel to the front of the radiator, then divide to go around both sides to the smoke outlet at the back. A direct draft damper is provided for convenience in starting the fire. A vapor pan sufficiently large to provide sufficient moisture for the air is provided.

The Lackawanna is built in various sizes to provide sufficient heat for spaces ranging from nine to seventy thousand cubic feet, according to size, weather and building and whether it is for a residence, a church, a hall or a store. The radiator of the Lackawanna has horse-shoe-shaped flues, the ashpit is exceptionally large with square back and the grates are triangular anti-clinker type, extra strong, and will not become clogged or immovable.




**BEACH FOUNDRY LIMITED**

***Factory and Head Office: OTTAWA, Can.***
***Branches in Winnipeg and Vancouver.***

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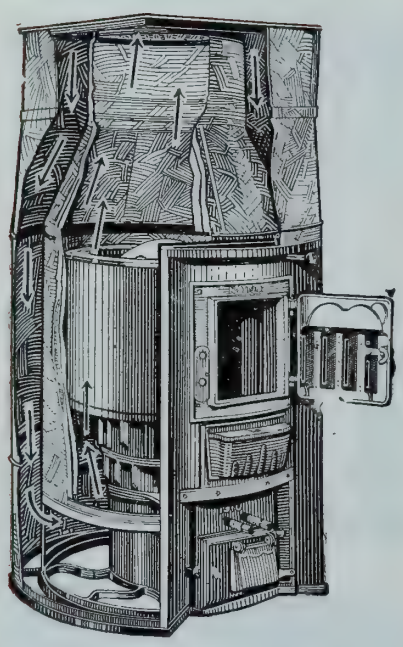
BANNER STOVES AND FURNACES

# BAN



The Banner Pipeless Furnace brings your customers better heating service at lower cost, and does away with the mess and trouble of overhead pipes.

## The Banner Pipeless Furnace

Opens a new field for the wideawake hardware man. Hundreds of farmers and others will shed their stoves this fall and install furnaces.

THE BANNER PIPELESS is the answer to their heating problem.

It saves fuel.

It is easily and quickly installed.

It will do the work.

We have hundreds of testimonials from people all over the country who enjoyed the comfort of a home heated by a BANNER PIPELESS FURNACE last winter.

Write us for particulars of agency for your town.

Our new furnace catalog will be ready about August 15th.

***Ask For Literature***

**The Galt Stove &**

**GALT,**

*If interested tear out this page and place with letters to be answered.*

# NER

BANNER STOVES AND FURNACES

## Introducing the Compact

The New Quebec Heater with oven. This stove embodies all the good heating features of the Quebec Heater with a first class real sized oven attached.

The oven is 18x15x11.

The fire box is oblong taking a stick of wood 14 inches in length.

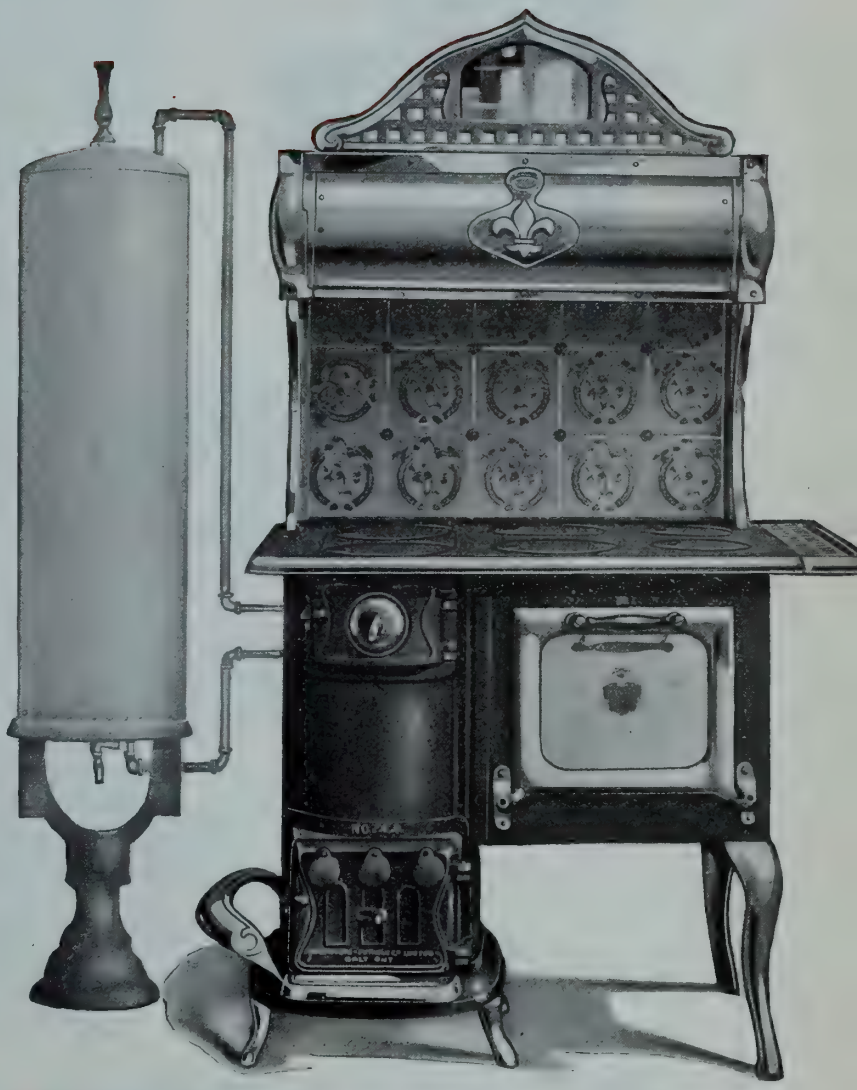
Feed door at the top of the body.

Grate Bars—three in number individual and triangular.

White enamel oven door panel.

Contact Reservoir, supplied when required.

Our new stove catalog will be ready about August 15th, be sure and get a copy.



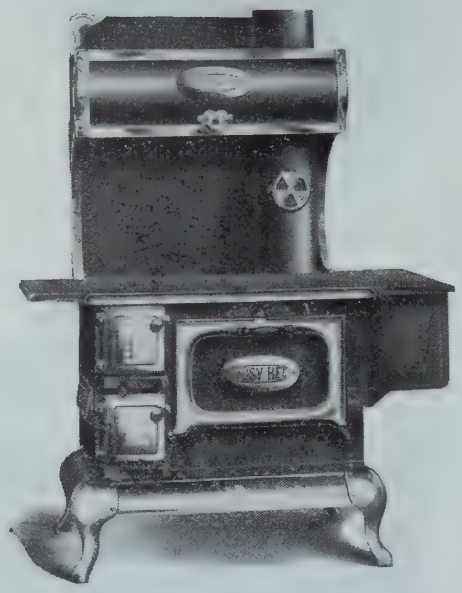
***and Price Quotations***

# Furnace Co., Limited

# ONTARIO

*If interested tear out this page and place with letters to be answered.*

# Popular Products



49-18 BUSY BEE STEEL RANGE

## "Treasure" Stoves & Ranges

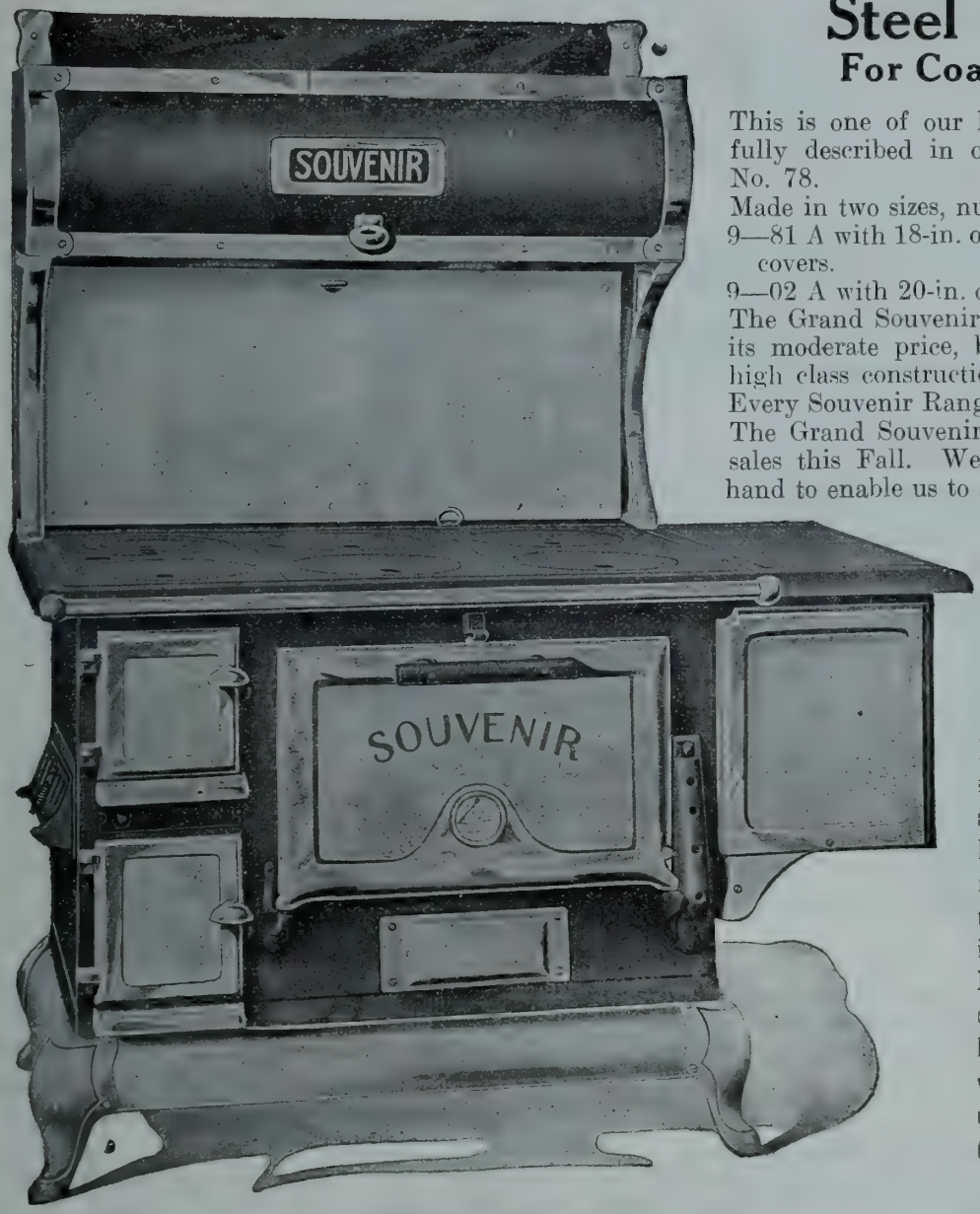
"SAVOY QUEBEC HEATER"
With 16 inch Oven

**See Exhibit at**
**Canadian National Exhibition**

***The* D. MOORE COMPANY, Limited**
**HAMILTON, - CANADA**

*If interested tear out this page and place with letters to be answered.*

# SOUVENIR
# STOVES and RANGES




## Grand Souvenir Steel Ranges
### For Coal or Wood

This is one of our leaders, as illustrated and fully described in our latest Stove Catalogue No. 78.

Made in two sizes, numbers

9—81 A with 18-in. oven and 4-9 in. and 2-8 in. covers.

9—02 A with 20-in. oven and 6-9 in. covers.

The Grand Souvenir is a ready seller owing to its moderate price, beautiful appearance and high class construction.

Every Souvenir Range Guaranteed.

The Grand Souvenir will increase your stove sales this Fall. We have sufficient stock on hand to enable us to ship all orders promptly.

## New Idea Warm Air Furnaces

Both in pipe and pipeless style, made in sizes to suit all requirements. We also have sufficient stock of furnaces in our warehouse to insure merchants of immediate delivery.

New Stove Catalogue just off the press. Also pamphlets, booklets and circulars will be gladly furnished upon request. Write for them to-day.

## The Hamilton Stove & Heater Co., Ltd.

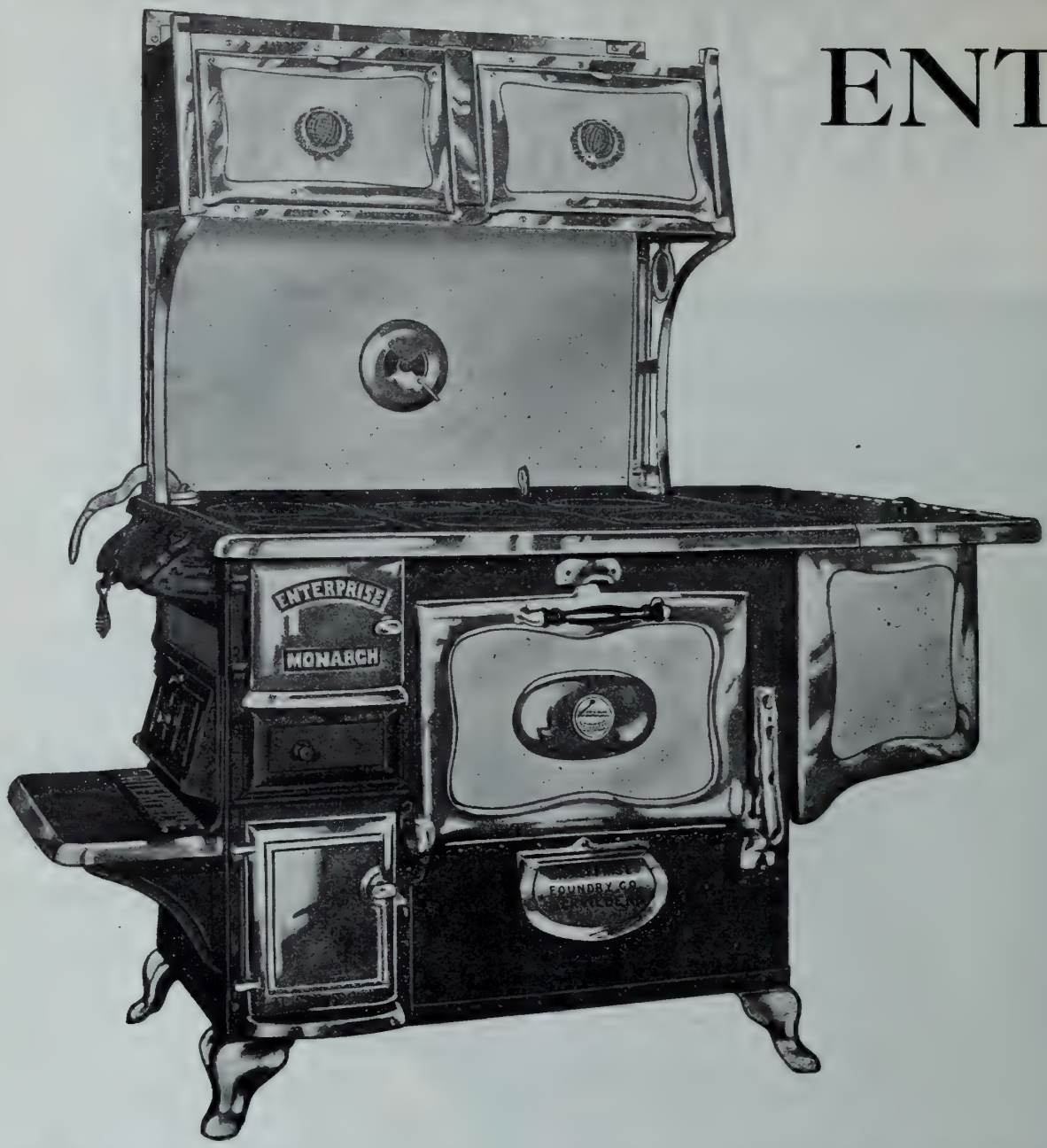
**Successors to Gurney Tilden Co., Ltd., Hamilton.**
**75 years Successful Manufacturing.**

**Factory Travelling Representative for Quebec Province**
**Mr. Charles Nicoll 614 Aylmer Street, Montreal, Quebec**

**Special Quebec Representatives**
**Montreal Supply Company, Limited**
**16 Craig Street West**
**Montreal, Quebec**

**Vancouver Representative: 1073 Hamilton St., Vancouver, B.C.**
**Winnipeg Representative: 134½ Higgins Ave., Winnipeg, Man.**

# ENTER




Much is expected where much has been given. High quality has been built into ENTERPRISE products for so long that it has become a habit for all time. The buying public always expects much from Enterprise goods. It is our duty to see that realization exceeds expectation.

Many Ranges have good features. It has remained for the Enterprise MONARCH to combine the best of all in one. Not by imitation but by original and ingenious designing coupled with advanced methods of manufacture.

Consider the unusual value of such features as Enterprise Heat Economizer, Copper Fused Steel body, Enterprise Style High Closet, Pipe at back and Contact Detachable Tank.

This range needs nothing to make it better. It embodies the best of the High Grade stove makers' art. It is the leading stove of a complete and extensive line of stoves, ranges and heaters of all kinds.

**Write for our latest consumer booklet "The Housekeeper's Best Friend." You will find it interesting**

# ENTERPRISE MONARCH

**The ENTERPRISE FOUNDRY CO., Ltd.**
**SACKVILLE, N. B.**

**Western Distributers:**

**W. T. McArthur Co., Ltd. Vancouver, B. C.**

**J. H. Ashdown Hardware Co., Ltd.,**
**Winnipeg, Saskatoon, Calgary.**

# PRISE

The golden opportunity awaits some dealer in your locality. An opportunity for exceptional profit, increased reputation and large future business—the sale of ENTERPRISE BLAZER PIPELESS FURNACES.

You are living and doing business every day with Pipeless Furnace Prospects—you brush elbows with them—you talk to many of them—but you are probably wasting your sales' efforts on smaller propositions, and not reaping the profits that would come to you with the ENTERPRISE BLAZER PIPELESS AGENCY.

The ENTERPRISE Dealer can outstrip competition when he begins to talk of "Copper Fused Steel", "Cast Combustion Chamber", "Patent Fire Pot", "Beaded Joints", "Four Gallon Water Pan", "Double Cast Casing Rings" —and other excellent features.

Each installation will bring you future business—each furnace builds a community of friends.

Think of the almost unlimited market —the exceptional profits, and remember our guarantee—a guarantee sweeping and absolute when the Furnace is installed according to our plans.

Ask us to send you the ENTERPRISE bulletins dealing with all phases of Pipeless heating, our testimonial booklet—"The Solution of a Burning Question"—The Big Consumer Booklet and Sketch Blank.

Write for these today and in the quiet of your own office, size up the proposition for yourself—a remarkable opportunity awaits you.

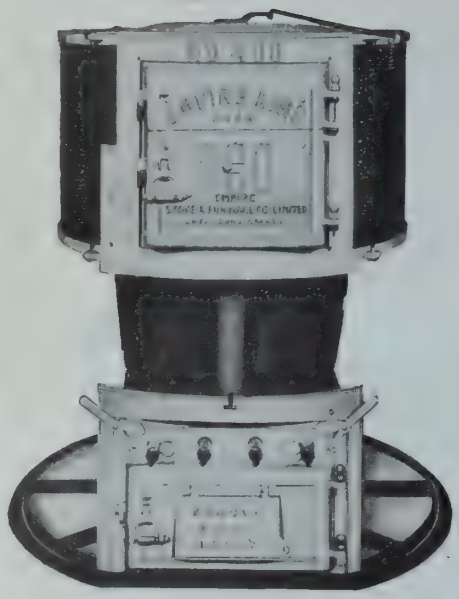
## The Enterprise Foundry Co.

Limited

## SACKVILLE, N. B.

**ENTERPRISE BLAZER PIPELESS FURNACE**

*If interested tear out this page and place with letters to be answered.*



Empire King Pipeless Furnace

# A Hearty

## Is extended to meet us at Aug. 27th to Sept. 10th tion a full line

*Write for Catalogue and Price List*

**The Empire Line is the line it pays to handle.** Satisfied permanent customers are the ones that bring you the most business from year to year. The business of one-time, dissatisfied buyers doesn't amount to much. Empire stoves, ranges, furnaces and registers never fail to make satisfied purchasers because they are made better, last longer and up-to-date.

They are easy to install and the dealers profit is a generous one, and every Empire stove, range, furnace and register is a guarantee by our years of experience in the manufacture of cooking and heating appliances.

Empire Quebec

## EMPIRE STOVE &

## OWEN SOUND,

BRANCH

521 Henry Avenue, WINNIPEG, MAN.

*If interested tear out this page and place with letters to be answered.*

# Welcome

## The Toronto Fair, from
## We shall have on Exhibi-
## of Empire Goods.

Empire Pipeless Furnace

*We Sell to Responsible Dealers Only*

Be optimistic. Think and talk good times. Smile and the world will smile with you. Croak and you'll make others croak. There are many people in your neighborhood who are needing and will buy a furnace, or stove. Are you going to sell them? The Empire products are easy to sell, they stand for the best, the simplest, the most economical available. Those dealers who try them become their most enthusiastic advocates.

A fully demonstrated success. Fall in line and keep step with this fine opportunity to increase your business.

Empire Brighter Day

# FURNACE CO. Ltd.

## ONTARIO

ESTABLISHMENTS
IONTREAL SUPPLY CO., Limited,
16 Craig St. West, Montreal, Que.

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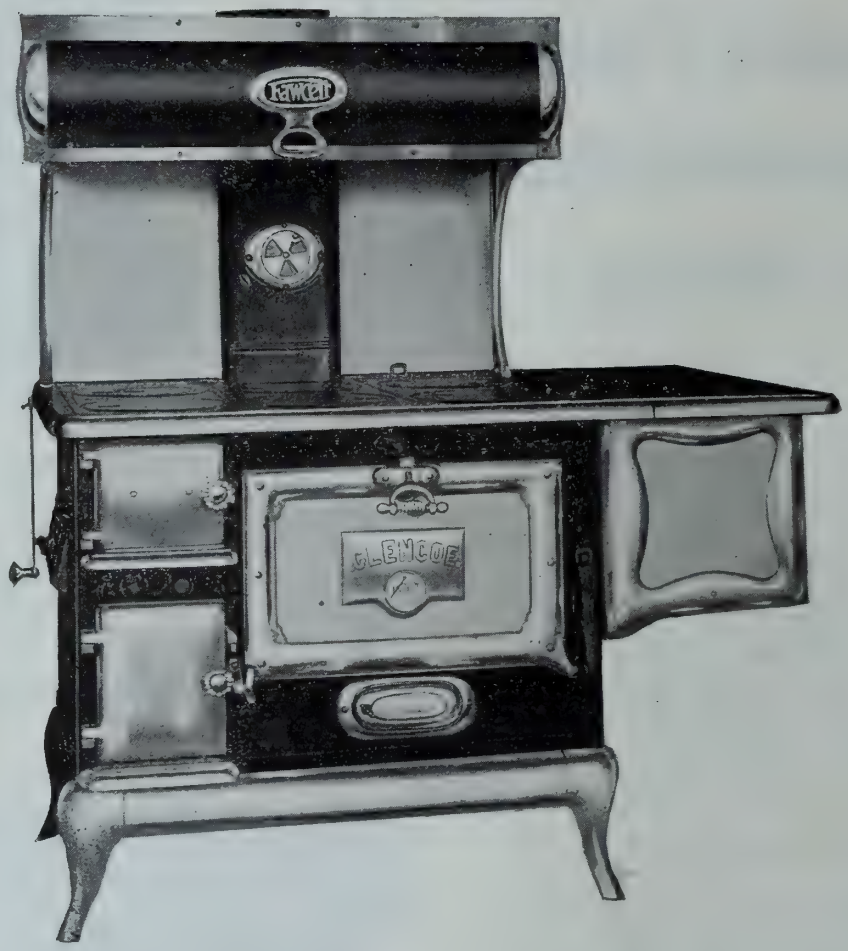
# There Were Over 200,000 Fires Made This Morning in Fawcett Fireboxes




**Whether Those Fires where made in Ranges Heating Stoves or Furnaces**

**Fawcett Glencoe Steel Range**

Everyone in the HOME where there is a Fawcett article is a Fawcett BOOSTER. The fact that ALL USERS are BOOSTERS will settle any questions that may come in your mind regarding quality and performance. But just think what it would mean to your trade to be selling an article boosted by 200,000 families from the **Atlantic Coast** to the **Pacific.**

Write the nearest office today while you think of it for exclusive dealer proposition and so be ready for the fall trade.

## CHARLES FAWCETT, Limited

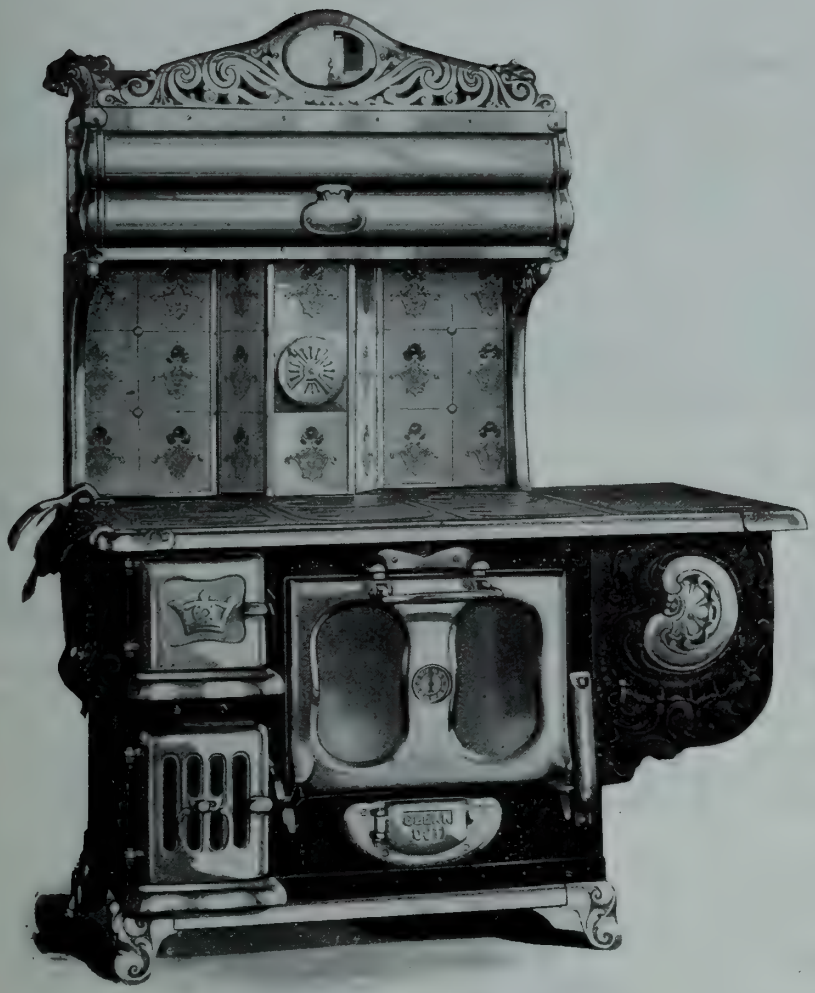
Manufacturers of High Grade Stoves, Ranges and Furnaces since 1860.

**HEAD OFFICE AND FACTORY, SACKVILLE, N. B.**

**Branches:—**

**Montreal** 584 Rivard St. | **Winnipeg** 171 Market Street | **Calgary** 409-8th Ave. West. | **Vancouver** 1052 Homer Street.

# CORONA RANGES



ILLUSTRATES the "Corona" in Style "F," with tile back, tile pipe, nickelled drop closet door (new feature) nickelled base, thermometer and glass oven door.

The trade for the "Corona" is steadily increasing, because they have given satisfaction and meet the needs of the particular housewife.

They are built by expert workmen, and every piece of material that goes into their construction is scrutinized, and this, combined with all the "Special features," has made them a great success from the first day they were put on the market.

The large ash door with slide guarantees plenty of draft.

The flues are so proportioned that any kind of fuel may be used with perfect economy and satisfaction.

THE OVEN:—The oven is 21" x 21" x 14", large and roomy; bakes quickly, evenly, and with the greatest economy of fuel. The bottom is made of 16-gauge steel and is at the same time strongly braced with heavy supports to prevent warping. Entire surface over top is covered with asbestos millboard.

OVEN DOOR:—The oven door on every "Corona," when open, forms a large smooth shelf. Every door is controlled by a counterbalanced heavy coil spring.

DUPLEX GRATES:—The duplex grates are different in shape and are built to last—being heavier. They can also be changed in a minute. The old-fashioned grates that slide out or in look good when new, but after they are used they get a little warped, and it is necessary to change them—then the trouble begins.

THE RESERVOIR:—The tanks are made of 14-ounce tinned copper, which will not rust, enclosed in cast-iron casing.

THE BROILER DOOR:—The Broiler Door, or Front Check Damper, can be adjusted readily as desired and remains exactly as it is placed. Can also be dropped down full. A most convenient place to make toast—and at the same time not in the way of the busy housewife.

FRONT SECTION:—The front section of the range can be raised from one to seven inches. Convenient for putting in fuel.

FIRE DOOR:—Large and roomy—8 1-2 inches x 7 1-2 inches.

## Tudhope-Anderson Company

**Limited**

**Orillia, Ontario** **Winnipeg, Manitoba**

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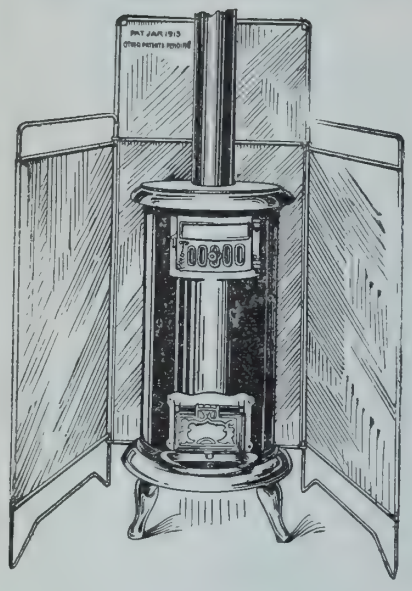
# GUARDIAN
## Fire Screens



These popular screens boost sales in your stove and heater department. They are much in demand for protecting walls, posts, etc. from heaters.

Made with Bright Tin Plate on heavy galvanized wire frames.

The small size is 37 inches high; 17½ inches, when folded; 47 inches center sheet to top of extension. The large size is 46 inches high; 20 inches wide, when folded; 60 inches center sheet to top of extension. It will prove good business to get in touch with us now. Send us your inquiry **today.**

**PATENTEES and SOLE MANUFACTURERS**

**Guardian Fire Screen Mfg. Company**

**Ville St. Pierre, Montreal, Que.**

**Supplement No. 1 of Catalog "A" shows the complete range of**

# FIREPLACE FURNISHINGS

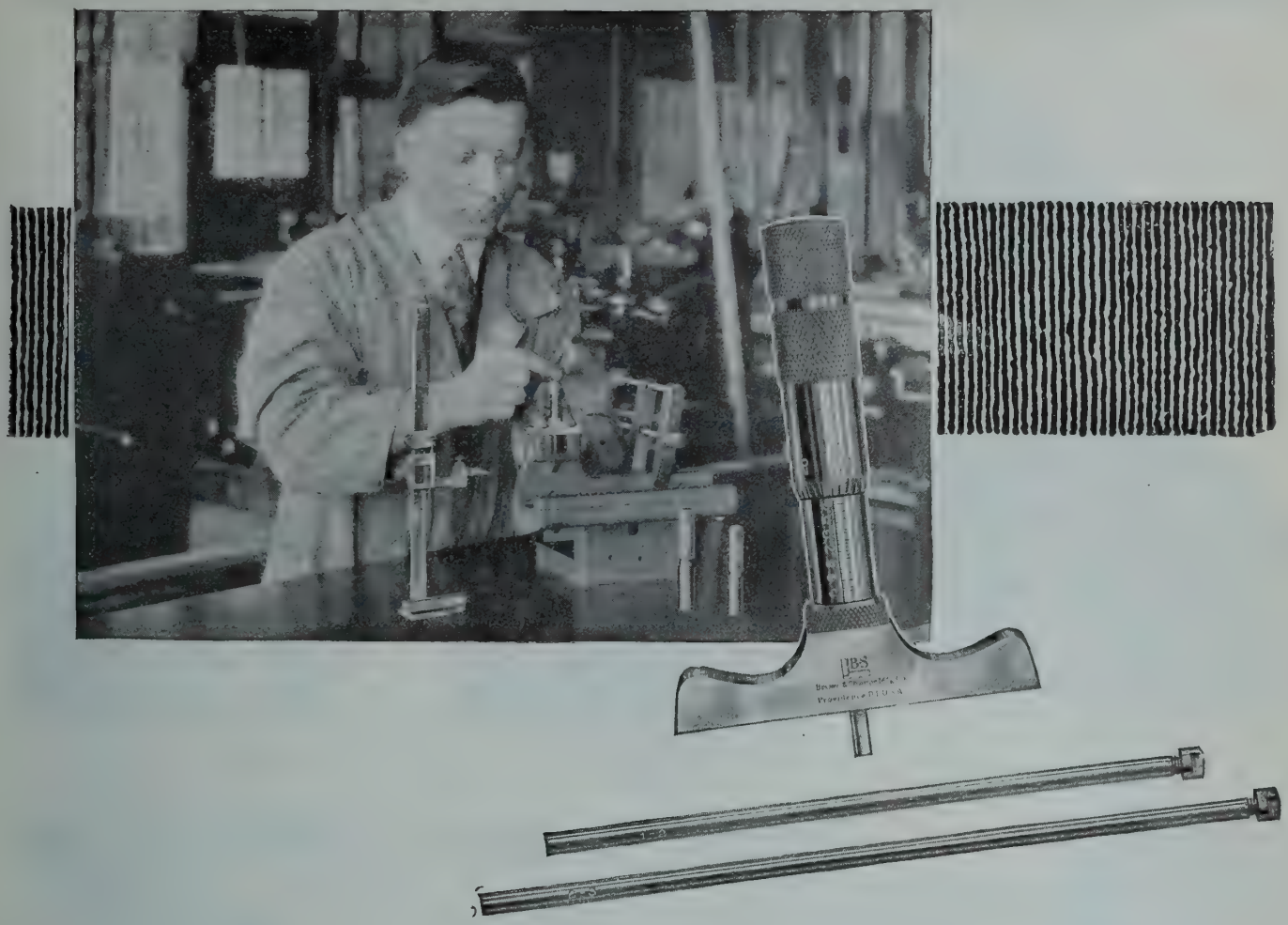
We manufacture and carry in stock a very complete line of these goods including: Portable Coal Baskets, Coal and Wood Boxes, Coal Hods and Buckets, Fireplace Hoods, Spark Guards, Fenders, Andirons, Fire Sets, all styles of Electric Grates and Logs, Coal Grates, Dampers, Ash Dumpers and Mantels in the most popular style.

**Write for Supplement No.1 today.**

**Toronto Lock M'f'g. Co.**

***Factories:***

PATTERSON PLACE, TORONTO, CAN.



# A NEW TOOL—

## BROWN & SHARPE MICROMETER DEPTH GAUGE No. 607

This new tool is of a design which appeals at once to mechanics and toolmakers. Its positive adjustments and handiness of operation are points they will appreciate. Measures from 0 to 3" by thousandths of an inch.

The prestige that Brown and Sharpe Products hold with their users is reflected in the prestige and trade accorded to dealers who sell Brown and Sharpe Machinists' Tools. These fine tools build good will---that means trade and profit.

**Catalog No. 28 lists the complete line—over 1,000 varieties of Machinists' Tools---for every mechanical need.**

BROWN & SHARPE MFG. CO.

**PROVIDENCE, R. I., U. S. A.**

*If interested tear out this page and place with letters to be answered.*

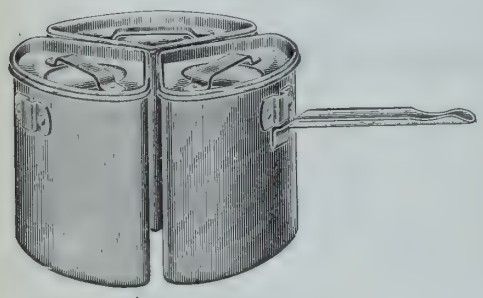
# VIKO

## Aluminum Ware

2490-Crumb Tray and Scraper

165-Tea Set

5625-Panel Tea Kettle



5500-Triplicate Saucepan Set

Every article in our catalogue absolutely guaranteed against defects of workmanship or material.

Viko is stamped from hard, thick, sheet aluminum, 99 per cent. pure.

5025--Colander

It will pay you to stock Viko. It not only sells well, but you have a feeling of complete confidence when you say: "Yes. That is real Viko; the lasting, durable kind." You know in advance that your customers will be pleased and that you have definitely gained good-will and future business.

Take the child's Tea Set, No. 165. What better test than the way Viko stands the rough wear and tear of children's play?

They are made from pure aluminum and are cheaper than enamel Tea Sets.

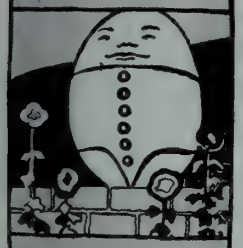
**A complete catalogue and price list sent on request.**

## Aluminum Specialty Company of Canada

**60 JOHN ST., TORONTO, CANADA.**

**Quebec Agents: Bissonette & Bissonette, 363 Ontario St. E., Montreal.**

Simple Simon Met a Pieman



Humpty Dumpty Sat on a Wall

Rock-a-by Baby On the Tree top

Little Boy Blue come Blow your Horn

# *Buy Your VIKO Toy Sets NOW*

VIKO Toy Sets have many combinations of handsome aluminum dishes or shining miniature cooking utensils. They are carefully made, sanitary, durable and practical.

Each Set comes in a wonderfully attractive "Mother Goose" box, printed in five gay colors. Simple Simon, Humpty Dumpty, and other beloved nursery favorites are there on the checkered design to help amuse and instruct.

Today is not a bit too early to buy these doubly-entertaining VIKO Toy Sets. Place your orders for Christmas trade *now*.

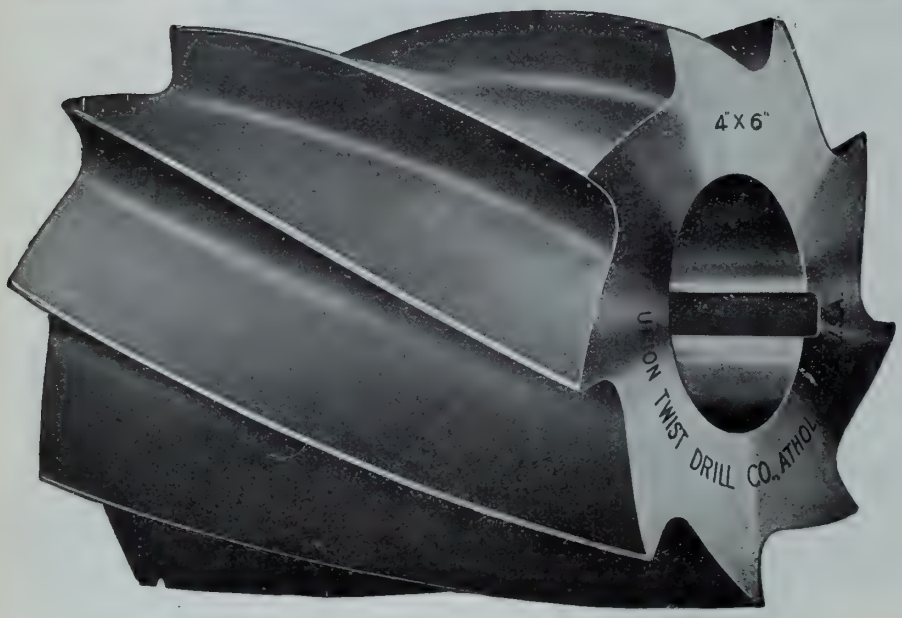
*Write Your Jobber*

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
*Makers of Everything in Aluminum*

# VIKO

## The Popular Aluminum

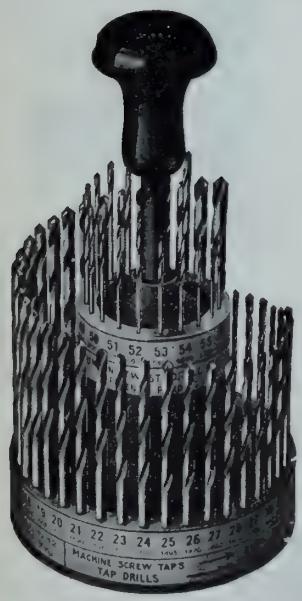
# BUTTERFIELD



**Accuracy**

**Reliability**

**Fast Cutting with**
**Less Toolmaker's Time**
**Well-Known Good Sales**
**in the Merchant's Store**



## Tool Buyers Seek Your Store

The proved efficiency of Butterfield Tools and their well-known effect of increasing output has made them desired and sought by expert tool buyers and others.

**Do these men find your store?**

A good representative display of Butterfield's, that can be seen from the street, stops buyers and brings you business that might have passed your store.

Display them well—it pays you in sales.

**Butterfield & Co., Division**

**Union Twist Drill Co.**

**Rock Island Quebec**

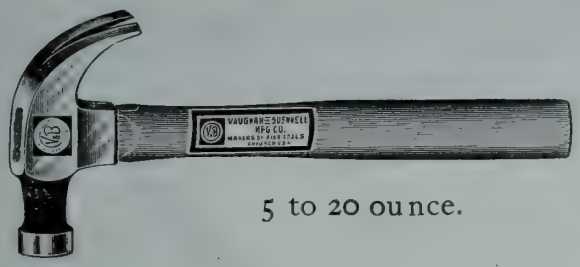
**FOREIGN REPRESENTATIVES:**—Great Britain, Geo. H. Alexander, 83-84 Coleshill St. London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokchama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

# BUTTERFIELD

*If interested tear out this page and place with letters to be answered.*

# V.& B. Nail Hammers

Individually tempered and tested



5 to 20 ounce.

# V.& B. TOOLS

The V. & B. line of tools is one of the most extensive lines manufactured in the U.S.A. V. & B. tools are backed by fifty years manufacturing experience.

We will be pleased to send copy of our new catalogue.

It pays to sell a good tool.

## Double Duty Pliers

A popular-priced tool of quality

6, 8 and 10 inch

It Pays to Buy a Good Tool.

## Carpenter's Pincers

with wire cutters

6, 8, 10 and 12 inch

Manufacturers of Hammers, Braces, Planes, Screw Drivers, Pipe Wrenches, Pliers, Pincers, Nippers, Punches, Cold Chisels, Nail Sets, Butchers' Goods, Ice Tongs, etc.

## Star Drills

Strictly a quality tool

12 and 18 inches long. All sizes

## Vaughan & Bushnell Mfg. Co.

2114 Carroll Ave. Chicago

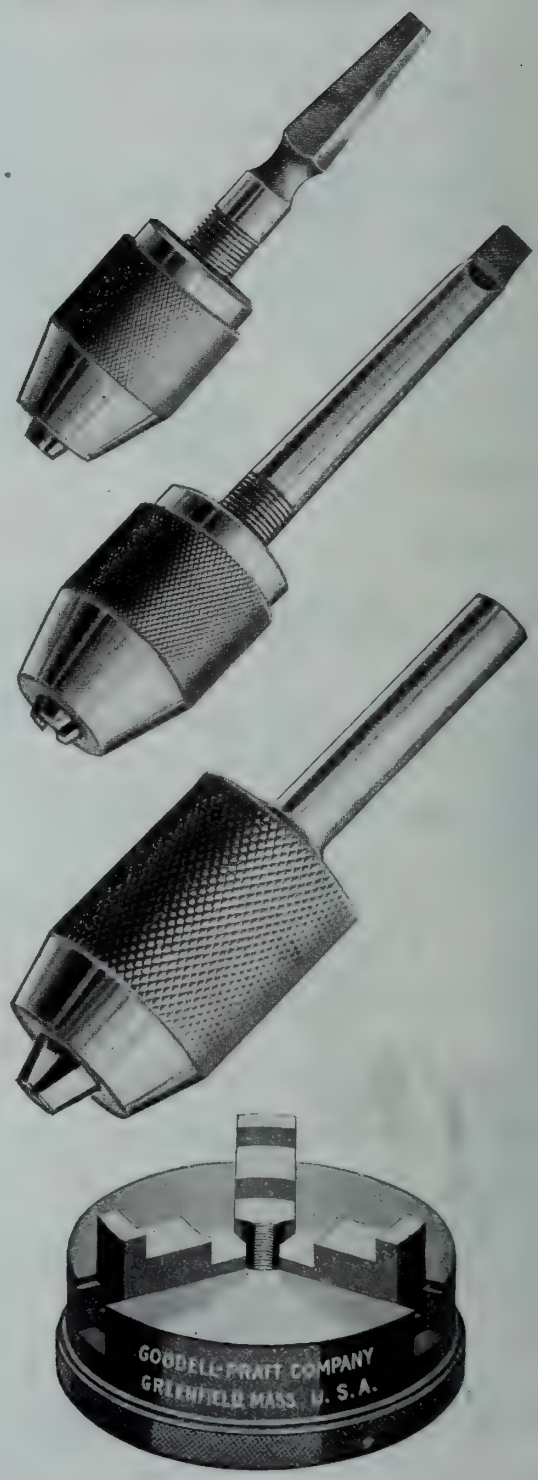
REPRESENTED BY:

L. T. Walls Sales, Ltd. Winnipeg, Man.

Alexander Gibb Montreal, Que.

# GOODELL-PRATT
## 1500 GOOD TOOLS

## *How is Your Stock of Staple Lines of Tools*




A big stock is bad business; but a poorly assorted stock is worse. How is your stock balanced? Have you a reasonably good assortment of Drill Chucks?

The Drill Chuck for to-day's business must be a serviceable tool at a moderate price. Goodell-Pratt Chucks more than meet these requirements.They are strong, simple and accurate, with no frills or fancy talking points to add to their cost, but lots of value for the money and capable of giving satisfaction throughout many years of hard exacting use.

From four to eight kinds are all that are needed in the ordinary hardware store and you need but a very few of each as the promptness of Goodell-Pratt service enables you to replace them immediately.

All Prices Guaranteed Against Our Own Decline up to December 31, 1921.

**GOODELL-PRATT COMPANY** Greenfield, Mass., U. S. A.

*If interested tear out this page and place with letters to be answered.*

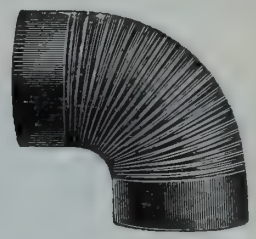
# FALL SELLING LINES

Book your order with us now for your requirements in Fall and Winter household goods. We will be glad to give you quotations on your requirements and guarantee prices against decline to date of shipment.

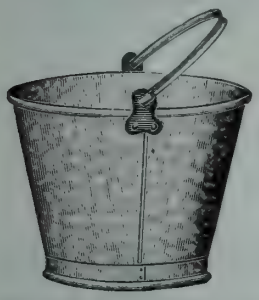
**LANTERNS**
Wrightlight, Banner, Tulight, Comet.
In Plain and Japanned.

**CANUCK BREAD MIXERS**
4 and 8 loaf sizes. Efficient and Sanitary.

**FLUE STOPPERS**
Embossed and flat. Fits 6 or 7 inch flue.

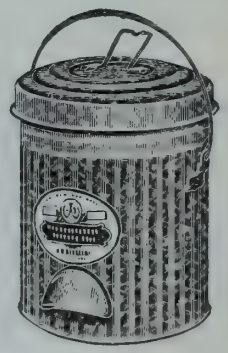


**STOVE PIPE ELBOWS**
O.H. and Cooper Patterns. In Black, Galvanized and Tin. 3,4,5, 6,7,8,9, and 10 inch.



**PAILS & BUCKETS**
All Styles and Sizes in Galvanized and Tin for Contractors, Household use, Dairies, Stables, etc.

**RAPID ROUND ROASTERS**
Sheet Iron—Diam. 12 inches Height 8 inches. Self Basting Cover.



**GARBAGE PAILS**
New corrugated design, extra strength and rigidity. Made in four sizes. Dog proof locking covers.

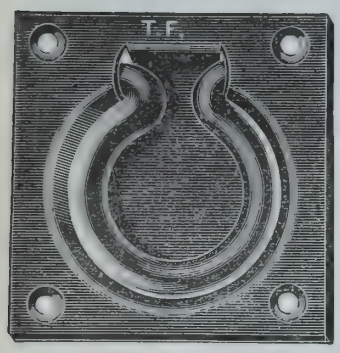
**SPIRAL RADIATORS**
Takes place of one length of stove pipe. Utilizes the waste heat which would otherwise escape up the chimney.

**COAL HODS**
Japanned and Galvanized, strongly constructed—all styles and sizes.

**SNOW SHOVELS**
Japanned and Galvanized Adult and Children's sizes

## E. T. WRIGHT Company, Limited

*If interested tear out this page and place with letters to be answered.*



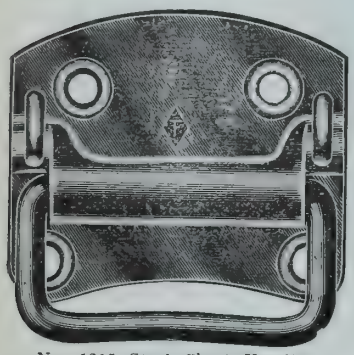

No. 1215 Steel Trap Door Ring.

No. 65 Clothes Line Pulley.

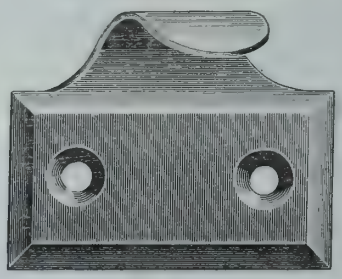
*The Public Judges*

*Quality of your*

# We Cater to Through

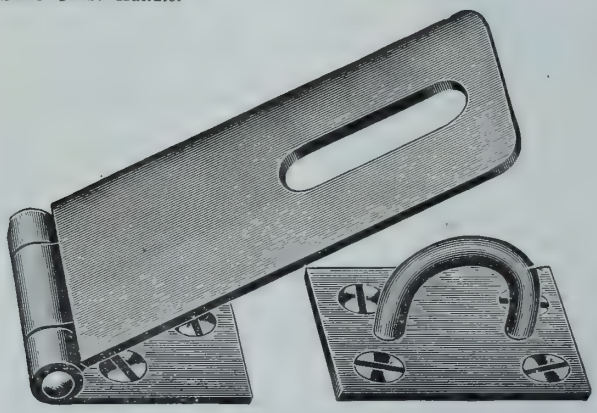


No. 1215 Steel Chest Handle.



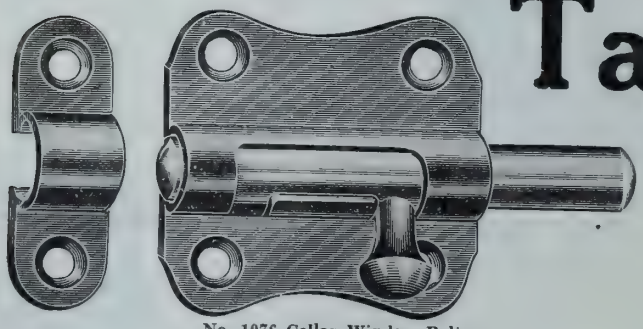
No. 341 Bevelled Steel Sash Lift.

***When you ask your Taylor-Forbes Hard-***



No. 900 Steel Safety Hasps.

# Correct Design Convenient



No. 1076 Cellar Window Bolts.

# Taylor-Forbes

***Head Office***

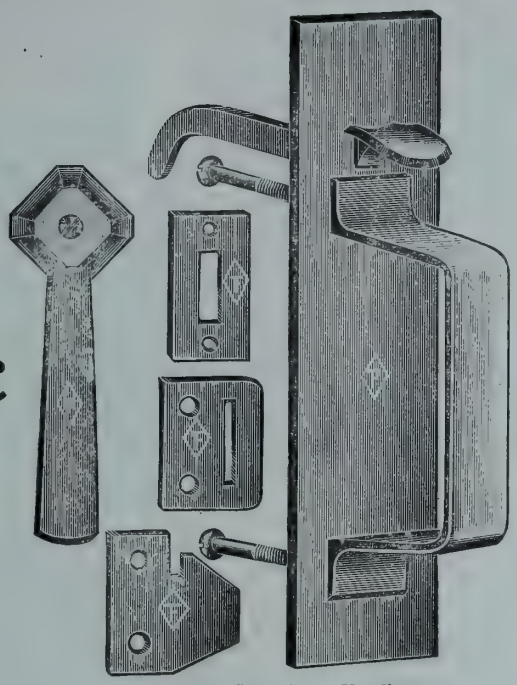
# Guelph,

**Montreal Branch:** 246 Craig St. W, **Toronto Branch:** 1088 King St. W.
**Maritime Provinces Agents:** H. G. Rogers, Ltd. 147 Prince William St., St. John, N.B.

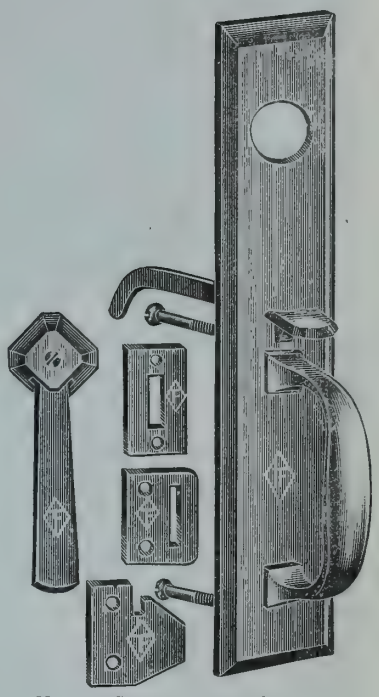
*Your Store by the*

*Goods & Service*

# The Public You



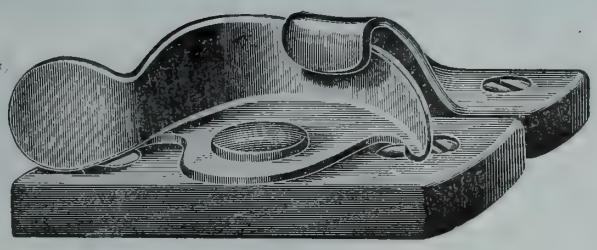
No. 06—Store Door Handle



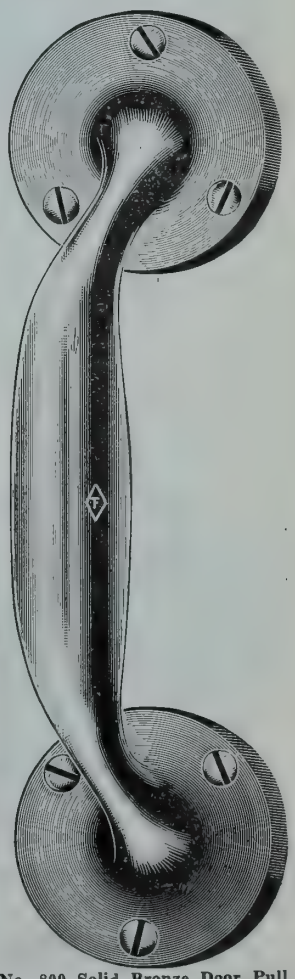
No. 00—Store Door Handle

***Jobber to Send***
***ware you know you'll get***

# Better Finish Packages



No. 850 Sash Fast.



No. 800 Solid Bronze Door Pull.

# Company, Ltd.

***and Works,***

# Canada

No. 470 Steel Letter Box Plate

**Vancouver Branch:** 1070 Homer St. **Western Agents:** Harry F. Moulden & Son, Confederation Life Bldg., Winnipeg, Man.

WOODSTOCK July 20th, 1921.

MESSRS, CAMERON & CO,.
TORONTO, ONTARIO.

Gentlemen:—

We wish to extend to you our appreciation for the service you gave us in manufacturing our 32 ft. Hardware Wall Cabinet, Wall Show Case and office for our new store. They are well made and of the very best material. Travellers tell us they are the finest they have ever seen. We find them greatly to our advantage in displaying goods and serving our customers. The metal boxes work so easy and never bind. We believe they will soon pay for themselves.

Yours truly

FRED. W. KARN

## "We believe they will soon pay for themselves"

FRED. W. KARN

This is not only a belief, but is an actual fact. Cameron Wall Cases, as shown to the left of the illustration, do pay for themselves in a very short time in actual saving of time, in attracting customers to your store, in making stock-keeping easier.

We have installed a great many Cameron Wall fixtures and have scores of just such expressions of appreciation as the letter from Fred. W. Karn of Woodstock, herewith shown.

If you're interested in fixing up your store drop a line to us enclosing size of space you wish to fill and we will quote prices.

# Cameron & Co., 74 Logan Ave., Toronto, Ont.

*If interested tear out this page and place with letters to be answered.*

"WELLWORTH" "WELLWORTH"

# ALUMINUM NEW LINES NOW READY

## Made By

## WENTWORTH MFG. CO., HAMILTON, CANADA

(Address enquiries to -- Wentworth Mfg. Co., Hamilton, Canada -- or to -- E. T. Wright Co., Limited, Hamilton, Canada)

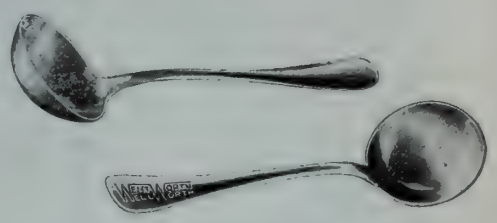
**ALUMINUM CAST LEMON SQUEEZERS.**

Strong and sanitary. Will not bend like sheet metal extractors, nor break like glass ones.

**ALUMINUM SEAMLESS TEA KETTLES**

5 quarts.

Body all in one piece. Bottom guaranteed against buckling. Wooden grip made rigid by lock nuts. Carefully finished in every detail.



**ALUMINUM CAST FRUIT LADLES.**

8 inches long.

Strong, rigid and light. Not affected by fruit acids. Well proportioned, and polished like silver.

**ALUMINUM PRESERVING KETTLES.**

Quarts 3, 4, 6, 8, 10, 12, 14, 16, 18. All made in the latest shapes, and of thick, pure aluminum. Constructed to give long service. Now is the time to specialize in this line.

**ALUMINUM SEAMLESS TEA KETTLE WITH INSET**

Quarts 5-2

Cover fits both utensils. May be used as a regular tea kettle or as a cereal cooker. Two utensils in one.

**ELECTRIC ALUMINUM COFFEE PERCOLATORS**

Exclusively Canadian-made, and superior in every detail to all others on the market.

Cups, 4 to 5 and 6 to 7

Seamless body, rapid-heating safety-fuse replaceable element, ornamental securely-attached handle.

Also made in copper-nickel-plated.

**ALUMINUM "COLONIAL" COVERED KETTLE.**

6 quarts.

A strong, serviceable, beautifully designed kitchen vessel, for general cooking purposes. Stepped cover and back handle for convenience in pouring and straining.

**ALUMINUM COVERED SAUCE POTS.**

Quarts 6, 8 and 10.

With side loop handles for easy handling. Very useful for general cooking purposes.

*Write for New Price List Just Printed*

"WELLWORTH"

# WENTWORTH MFG. CO., HAMILTON, CAN.

*If interested tear out this page and place with letters to be answered.*

# Remember This Mark

It is the mark of the Hobbs Hardware Company, and an indication to you of carefully selected, salable goods that sell out quickly and often.

We go over the enormous number of offerings in the hardware markets and carefully select those lines that nearly a half century of experience tells us will sell well for the merchant, and with perfect satisfaction to the customer.

Prompt shipment is a matter to which we give close attention. We give quotations promptly on every reduction in the market, and sell as low as high quality will permit.

Our Quarterly Catalogue of Seasonable Specialties will assist you in ordering wisely. Write for it today.

# The Hobbs Hardware Company

**LIMITED**

**London - Canada**

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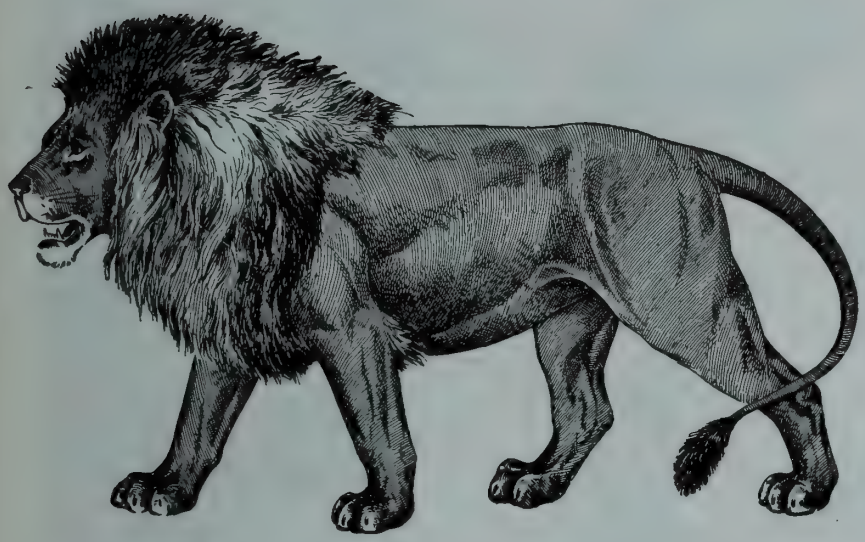
# Lion Brand Cordage



We feel sure that you will be entirely satisfied with "LION BRAND CORDAGE." We manufacture, and are in a position to ship promptly, ropes for every requirement—tow lines, hay forks, transmission rope, baling, clothes lines, wrapping and binder twines, anchor and tarpaulin ropes.

Our mills have been making our famous "LION BRAND CORDAGE" for more than ninety-three years—made to satisfactorily stand the test.

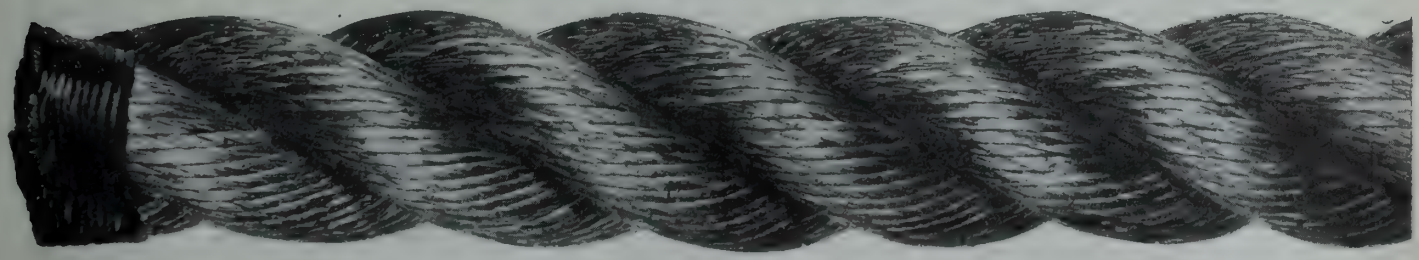
*Order your stock of "LION BRAND" now.*

**Consumers Cordage Company, Limited**

**Montreal and Halifax**

**Branches at ST. JOHN, N.B. and TORONTO, ONT.**

Agents and Stocks; TEES & PERSSE, LIMITED, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William. JAS. BISSET & CO., Quebec. MACGOWAN & CO., Vancouver.



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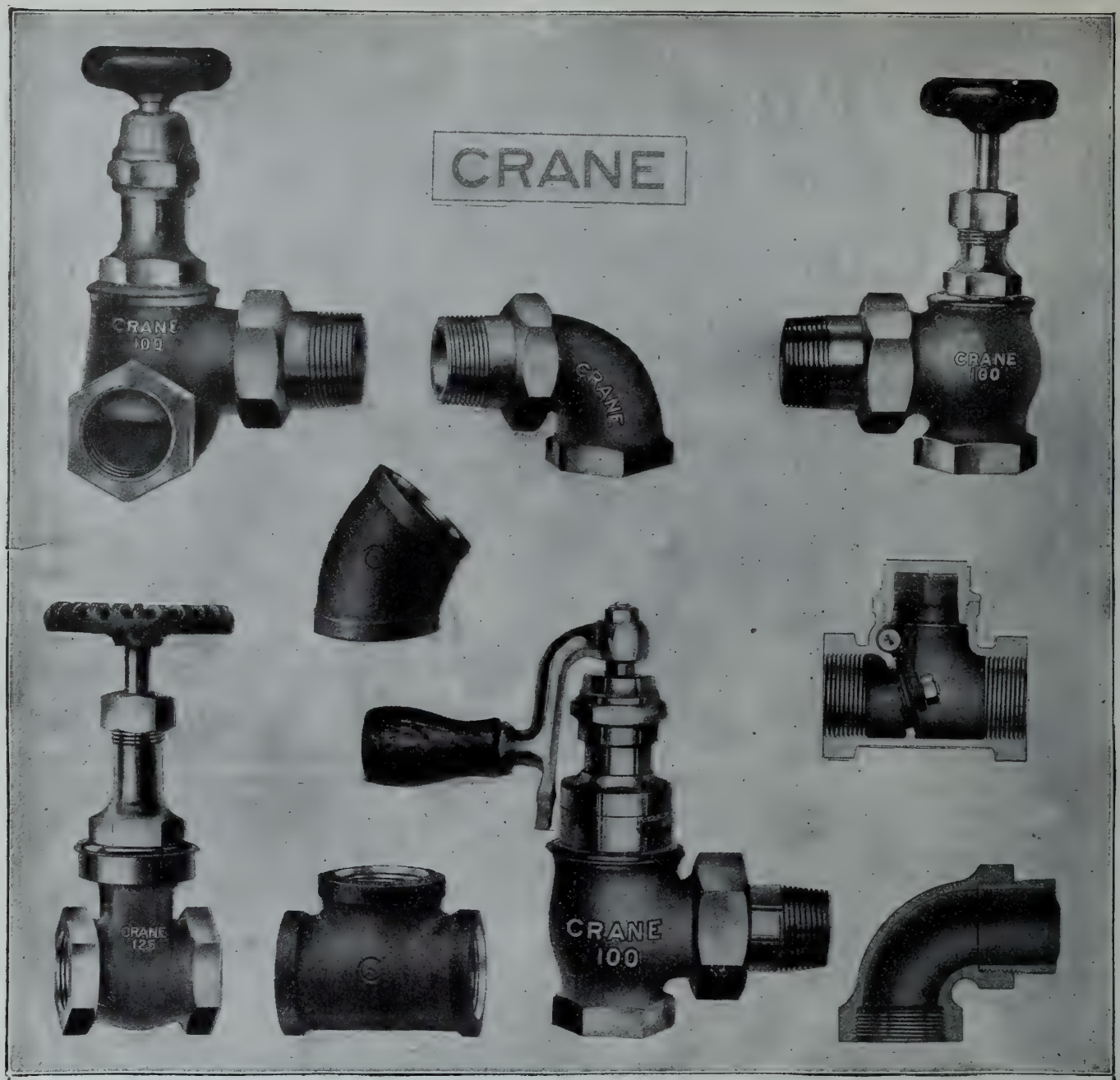



# CRANE VALVES AND FITTINGS FOR HEATING AND VENTILATING

***Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.***

**CRANE**
**LIMITED**
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

**Branches and Warehouses:**
**HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.**

**Sales Offices:**
**QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.**

**CRANE-BENNETT**
**Limited**
**Head Office and Warehouse:**
**LONDON, ENGLAND.**

**Sales Offices:**
**MANCHESTER, BIRMINGHAM.**

12

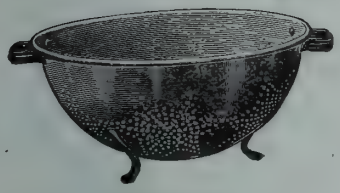
*If interested tear out this page and place with letters to be answered.*

# "Ideal" Aluminum Kitchen Utensils

Tea Kettle
Capacity 4 qts.

## THE BETTER KITCHEN WARE

Tea Pot
Cap: 6, 8, & 10 Cups



Colander
Packed in Plain Carton

Casserole
Packed in plain, or
Holly Box Carton

---

**As Good As The Best, And Better Than The Rest.**

# Ideal Aluminum Products Limited

**Head Office & Factories, 2466 - 2480 Dundas St., W., Toronto, Ont.**

**Branches**

| Montreal | Winnipeg | Vancouver | London, Eng. |
|---|---|---|---|
| 16 St. James St. | 179 McDermot Ave. E. | 198 Hastings Street. W. | City House 158-160 City Road |

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# A BISSELL SWEEPER FREE

**Write us or ask your jobber about Bissell's Fall-Xmas Offer**

—The carpet sweeper is the sweeping device that is used everyday

# BISSELL TOY SWEEPERS

## To Retail at 35c and 60c

Solid Blue and Mahogany grain finishes on sturdy tops of specially prepared fibre board, the material that carries much of the country's freight.

Big production and advertising benefits make the prices low.

Colored illustrations on request. Prepare now for the indoor season and the holiday trade.

**Signs multiply, pointing to a resumption of purchasing by the people.**

## Bissell's "Twin" Display

Free, if requested, with factory shipments of a dozen or more sweepers. Stock limited. It is a lithographed "cut-out" in nine colors on heavy cardboard, size about 4½ by 6 ft. Fine for Fall, convertible for Xmas. The show windows are the eyes of the store. Make them wink the attention of the passersby. Make them smile. Make them invite. A nicely dressed window does this.

*(If Ordered from a Jobber Specify "Factory Shipment with 'Twin' Display")*

## BISSELL CARPET SWEEPER CO.

*of Canada, Limited, Niagara Falls, Ont. (Factory) and*

GRAND RAPIDS, MICH.

OLDEST AND LARGEST SWEEPER MAKERS

# A line that sells easily on its quality reputation

## THE BRIDGEPORT LINE

Of Nail Pullers, Box Openers, Crate Hammers, is known and sold on its merits in every Civilized Country. These famous Tools are quick sellers and the profits are most satisfactory.

## The Tiger Nailpuller

Satisfies the most critical. Interchangeable, claw-box joint, hand guard are features of real merit. Other popular styles are the

**"SURE GRIP"**
**"REX"**
**"UNBREAKABLE"**
**"JUMBO"**
**"RED BULL"**
**Every one guaranteed**

---

***SEND FOR OUR NEW CATALOG No. 21 JUST OFF THE PRESS***

---

**ASK YOUR JOBBER FOR THESE GOOD TOOLS**

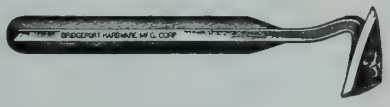
**No. 99 Tomahawk.**

**No. 60 Hustler Box Tool**

**No. 10 Box Chisel**

**No. 90 Matchless Opener**

**No. 16 Perfection Scraper.**



**Box Terrier and Nox Tox Crate Openers**

# The Bridgeport Hardware Mfg. Corp.

**BRIDGEPORT, CONNECTICUT, U. S. A.**

*If interested tear out this page and place with letters to be answered.*

# TAPATCO BRAND

REGISTERED TRADE MARK

## Horse Collar Pads

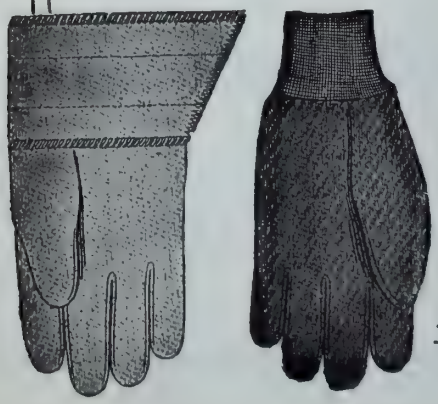
A soft, cushion-like pad that absolutely protects horses from bruised, chafed or galled shoulders.

The Tapatco Stapling Device for attaching hooks (Patented in U.S. Dec. 1, 1914; patented in Canada, April 6, 1915) gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.

There are good sales for these excellent Collar Pads and it costs far less to keep horses fit by means of Tapatco Collar Pads than it does to have disabled horses idle.

## Tapatco Work Gloves

are made of selected cantons, Gauntlet, Knit Wrist and Band Top They are supplied in Heavy, Medium or Light Weight; also, in Leather Tip, Leather-Faced, Jersey—Gloves and Mitts in Tan, Slate or Oxford.



**The American Pad & Textile Co.,**

**Chatham, Ontario**

*If interested tear out this page and place with letters to be answered.*

# Sell Famous Screen Kasement Doors

DOORS & HARDWARE
KASEMENT
SKRENE DORE Co
TORONTO
PATENTED 1916-1917-1918

Not being able to secure a suitable booth at the Canadian National Exhibition this year we will be unable to welcome our friends on the grounds.

We will however be delighted to receive all Exhibition visitors at our office 269 W. Richmond St.

## Kasement Skrene Dore Company

LIMITED.

9 West Richmond Street

Toronto, Canada

## Tuck's

London, England

## PACKINGS

TUCK'S PATENT
TRADE MARK

Tuck's Original Hydraulic Packing, High Pressure "Pacific" Packing, "Tuckite" High Pressure Jointing, and other packings to meet all conditions.

If you have problems let our specialists help you solve them.

Tuck's Unkinkable Wire Bound Hose, made in the following qualities—Petroleum and Oil Resisting, Standard and Garden, Traction Engine, etc.

**Canadian Representative**

## Payne & Griffith's

Birmingham, England

## GAUGES

Pressure Gauges and Fittings, Pyrometers, Heat Indicators, Motor-Car Gauges, Fire Pump Gauges, Tire Testers, etc.

**Eastern Canadian Representative**

## R. S. Newall & Sons'

Liverpool, England

## WIRE ROPE

Steel Wire Rope for Elevators, Oil Well Drilling Lines, Sand Lines, Block and Draw Lines, Galvanized Pumping Strand, Special Galvanized Pumping Strand, Wire Rope for Aircraft, Engineering, Mining, Ropeways, Shipbuilding and Shipyard Equipment, and all other purposes.

**Eastern Canadian Representative**

## Wm. J. Brown, 117 Youville St., Montreal, Que.


*If interested tear out this page and place with letters to be answered.*

# "VICTOR"

## Improved Wood Snow Shovel

*Quick Sales---Real Profits*

The Victor wood shovel is not only a snow shovel for the farmer or stableman; it is an all year round shovel.

It does not damage the floor of the barn or stable, as a steel shovel does, and it will not rust.

The Victor shovel is as good in the West as it is in the East. Its strength will stand any climate. The blade is made in different sizes, broad and narrow.

The Children's sizes are both plain or painted red.

All shovels are oiled to prevent the snow from sticking, and they are supplied with top ferrule, or top and bit ferrule.

**Large sizes for general use, and *small sizes for children.***

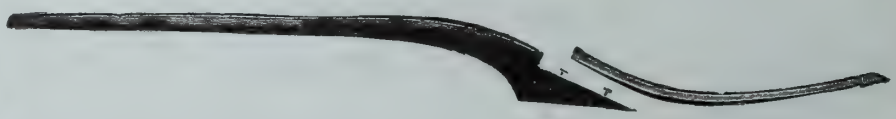
**An attractive proposition both to jobbers and dealers.**

**The Victor Industrial Co., Reg'd, Quebec**

**RICHARDSON & BUREAU**

MONTREAL

*Sole Selling Representatives*



# WALKER MEDIUM PRICED FIXTURES

## UNIT SECTION FIXTURES

**COUNTERS** **SHELVING**

**SHOW CASES** **DISPLAY TABLES**

**The Walker Bin & Store Fixture Company, Limited**

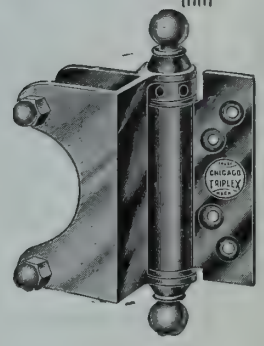
**Kitchener :-: Ontario**

TRADE

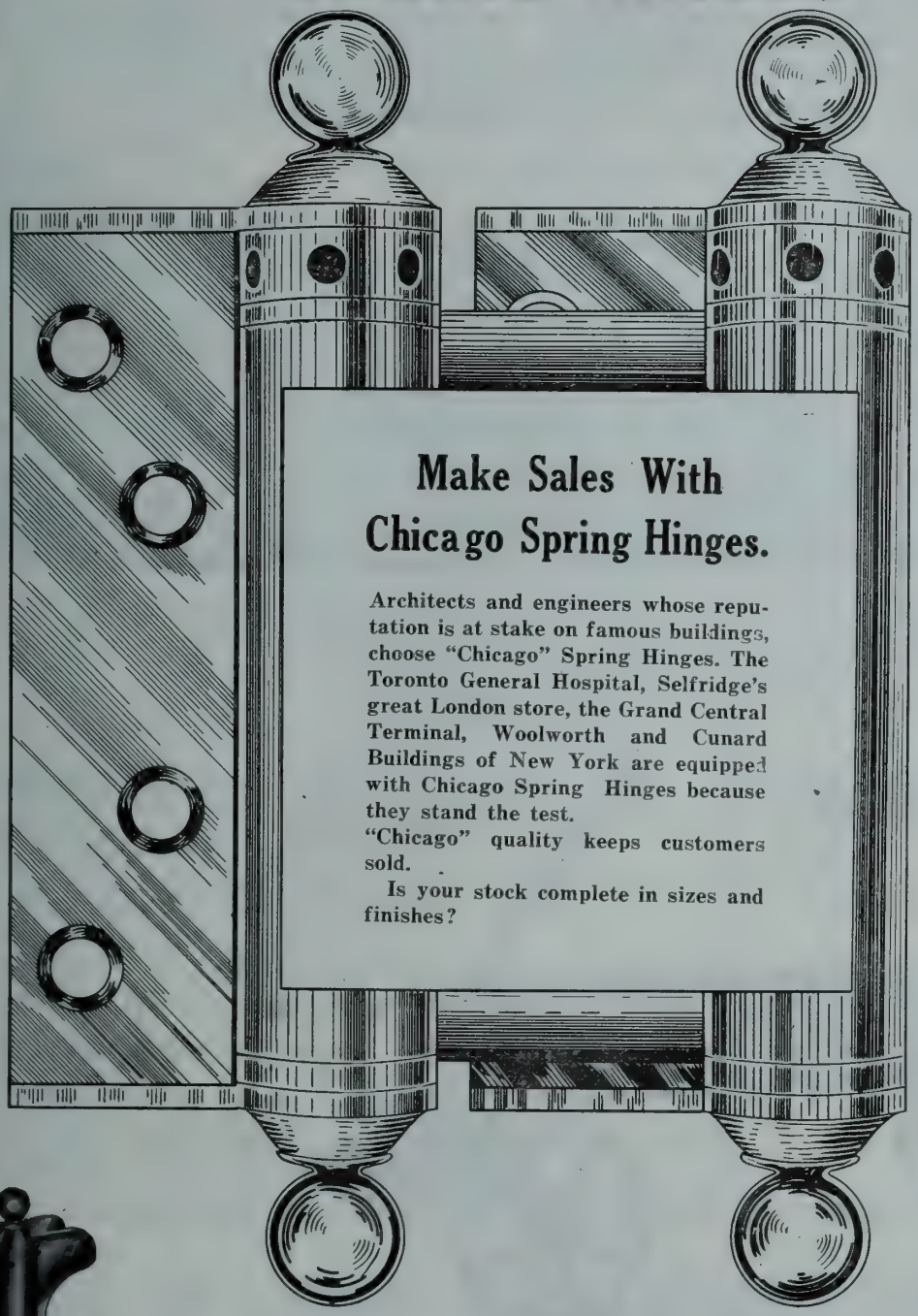
# CHICAGO

MARK

# SPRING HINGES



Single-Acting Triplex
Lavatory Spring Hinge



## Make Sales With Chicago Spring Hinges.

Architects and engineers whose reputation is at stake on famous buildings, choose "Chicago" Spring Hinges. The Toronto General Hospital, Selfridge's great London store, the Grand Central Terminal, Woolworth and Cunard Buildings of New York are equipped with Chicago Spring Hinges because they stand the test.

"Chicago" quality keeps customers sold.

Is your stock complete in sizes and finishes?

Double-Acting Triplex
Lavatory Spring Hinge

*Send for Catalogue M36*

## Chicago Spring Butt Company

CHICAGO ∴ NEW YORK

TRADE CSB CO MARK

*If interested tear out this page and place with letters to be answered.*

# PEERLESS ORNAMENTAL FENCE

# LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

## SEND FOR DEALER'S PROPOSITION

Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing gates. There's a big fence trade waiting for you. WRITE TODAY.

**The Banwell Hoxie Wire Fence Co., Ltd.**

Winnipeg, Man. Hamilton, Ont.

## "A SUCCESS"

# "Buster Brown"

The wagon that built up the express wagon trade in Canada.

Specify "Buster Brown" when ordering from your jobber. If the jobber does not handle write us direct. Your orders and enquiries will receive careful and prompt attention.

**No. 2—THE STANDARD BIG SELLER**

MANUFACTURED BY

## The Woodstock Wagon & Mfg. Co., Ltd., Woodstock, Ont.

Special Representatives: Bissett & Webb, Winnipeg; D. Smith, Calgary; Fred. C. Myers, Vancouver; Louis Duhamel, 245 Stewart St., Ottawa.
Maritime Representative: A. W. Cope, St. Lamberts, Que.

*If interested tear out this page and place with letters to be answered.*

# For the hands of Builders

**One is a six-foot, yellow-haired giant with big muscular hands. The other is a short, dark-skinned chap with the hands of a woman. Both are plasterers. Both use Disston Trowels that fit their hands.**

**It is typical of Disston care in manufacturing that these physical limitations are observed, and tools made for each of these men, and for all men who use trowels.**

**All kinds of trowels—brick, plastering, or pointing—in all styles and sizes are made by Disston, and balanced blade and handle, to suit any man. All are of Disston steel—right in weight, strength, and flexibility for their respective jobs.**

**They have that quality—that character—that is found in the famous Disston Hand Saw—"the saw most carpenters use."**

**Disston Trowels are trowels you can recommend. They mean repeat sales, because of satisfied customers.**

**Send for a free booklet on Disston Saws, Tools, and Files.**

DISSTON

U. S. Pat. Off.

**HENRY DISSTON & SONS, LTD.**

**Toronto, Canada**

**Branch: Vancouver, B.C.**

## A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

*"The Saw Most Carpenters Use"*

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes

Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

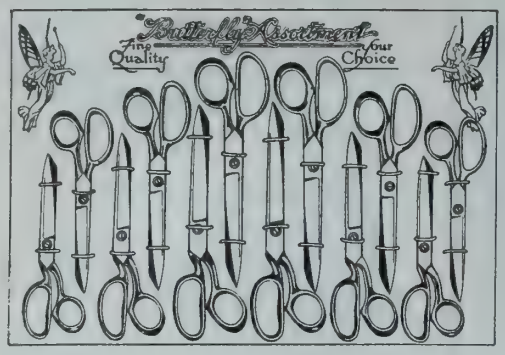
Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre

Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

# DISSTON

## SAWS TOOLS FILES



# "ACME"

## Display Stands

### Will Increase Your Cutlery Sales

Displays create business and make sales. These attractive displays, suitably placed in your store, will attract favorable attention, arouse interest, and close sales.

Many of your customers will be reminded of their need for scissors by these interesting display cards. Acme Shears, with their low price and specially hardened sharp cutting edges, will do the rest with the help of your salesmanship. Write our nearest agent.

## The Acme Shear Co.

**BRIDGEPORT, CONN., U. S. A.**

**Incorporated 1882——Capital Stock, $500,000**

**Canadian Agent: Mr. A. J. McCrae**
**23 Scott Street, Toronto**

# It Doesn't Take the Farmer Long--

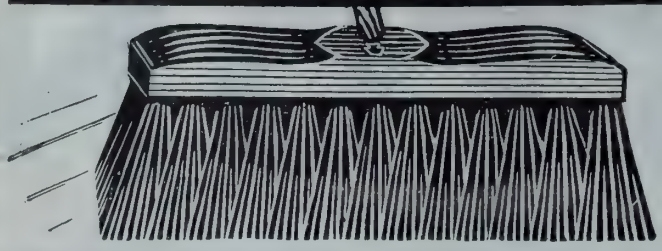
to find out who carries the best Stable and Horse Brushes in your town.

## "KEYSTONE" BASS STABLE BRUSHES

Do you get the country trade? Every Farmer today is a shrewd buyer of merchandise. He wants value for every dollar he spends.

Sell him a "Keystone" Bass Stable Brush and you have converted him into a regular customer for your store. These brushes are made of the best quality of strong, tough Bass, fastened into blocks with a long steel wire staple, guaranteed not to come loose. (We were originators of the steel wire fastener). Handles are of the highest grade hard maple. Sizes from 12 to 18 inches.

Keystone Bass Stable Brushes are unquestionably superior to all other brands of stable brushes. Compare them with the line you carry and convince yourself.



*Write us to-day for particulars and prices of "Keystone" Bass Stable Brushes and "Keystone" Horse Brushes.*

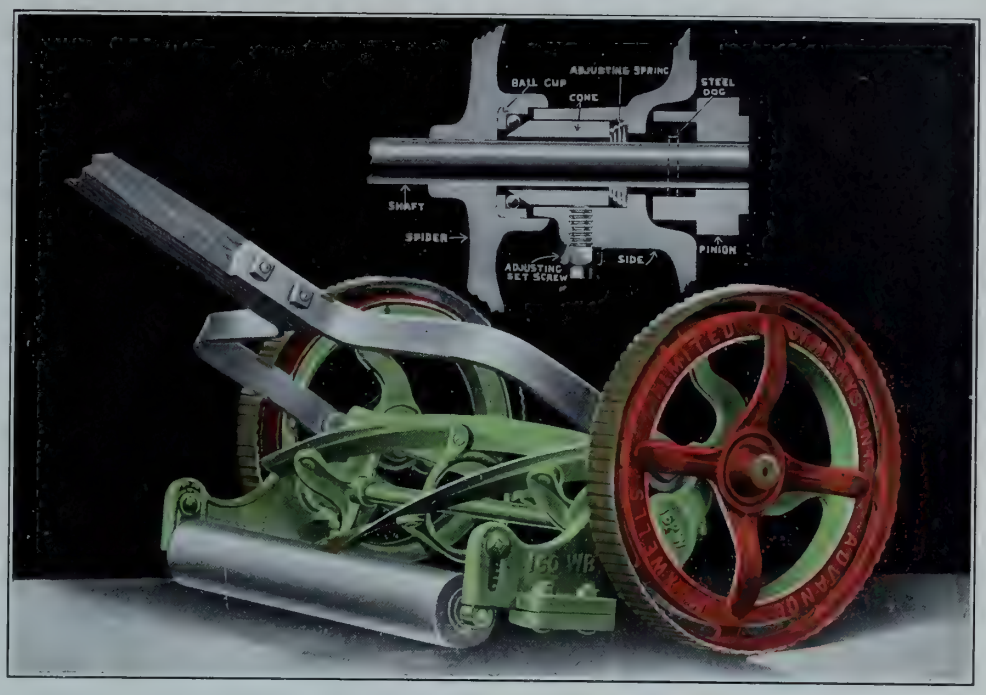
**Stevens-Hepner Company Limited**
**Port Elgin, Ontario**

# Put these on your Order Pad for 1922

## *Maxwell*

## Lawn Mowers

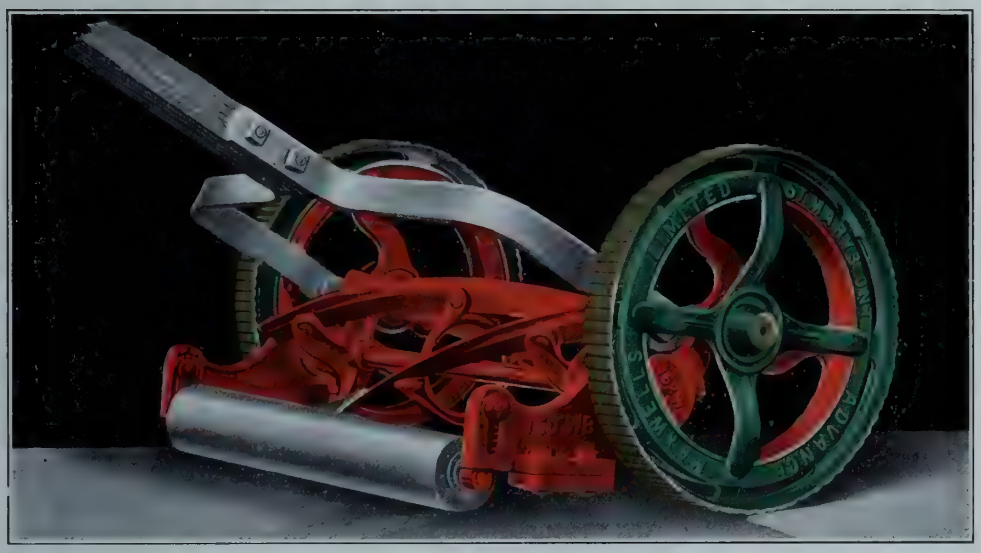
Thoroughly tested materials, approved design and expert workmanship make Maxwell Lawn Mowers a good-selling line and a good line to sell. They are Canadian through and through—no loss by reason of exchange or duty—and an old-established firm close at hand to stand behind its products and every Dealer who sells them. Make a memo of next season's requirements NOW!




### Advance (Ball Bearing)

4 or 5 knives. The latest and most modern. Note improved Ball Bearings. Size of drive wheel, 10½". Best quality steel knives and cutting plate. Beautifully finished in Green, Red, Gold and Aluminum.

Sizes: 14", 16", 18" and 20".



### Advance (Plain Bearing)

Made with 4 or 5 cutting knives. Wheel 10½". Same in principle as the Ball Bearing. Best quality steel knives and cutting plate. Beautifully finished in Vermilion, Green, Gold and Aluminum.

Sizes: 14", 16", 18" and 20".

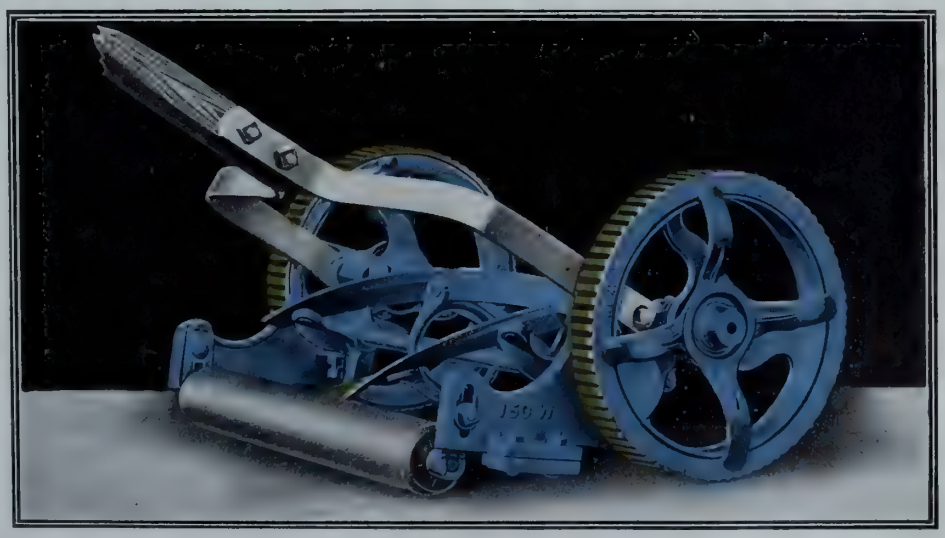
**Every Maxwell Line a Leader**

**Not only Lawn Mowers, but the Maxwell Favorite Churn, Maxwell Home Washer, Home Water-Motor Washer, Home 65 and Home 55 Food Cutters, etc., etc. Have you the latest Maxwell Catalogues? If not, write to-day.**

### Advance (9" Wheel)

Made in 3, 4 or 5 knives, also supplied with Ball Bearings same as 10½" Advance. Best quality steel knives and cutting plate. Beautifully finished in Blue, Gold and Aluminum.

Sizes: 12", 14", 16" and 18".



**MAXWELL**
**LIMITED**

**ST. MARYS - ONTARIO**

*If interested tear out this page and place with letters to be answered.*

**Acme Waste Mfg. Co. Limited**

MANUFACTURERS OF
COTTON WASTE
WOOL WASTE
WHITE WIPERS
COLORED WIPERS
PLUMBER'S OAKUM
MARINE OAKUM

**A Grade For Every Purpose.**
**Write for Prices and Samples.**

# We are Canada's First and Only Manufacturers of

# PLUMBER'S and MARINE OAKUM

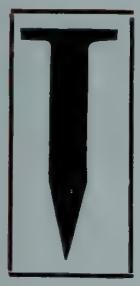
We are especially well equipped in our Modern Plant to take care of the Canadian requirements for **Plumber's** and **Marine Oakum.** You will find our quality the best and prices right.

**Samples and Quotations on Request.**

**ACME WASTE MFG. CO., LIMITED**

**482-92 WELLINGTON ST. W.**
**TORONTO. CAN.**

# DOMSTEEL WIRE PRODUCTS



**WIRE NAILS** All standard & special gauges, and Domsteel Felt Roofing.

**From Ore to Finished Product**

**From Ore to Finished Product**

**WIRE RODS** No. 5 ga. to 21-32 in.

**WIRE** Bright Annealed, Hay and Pulp Baling, Oiled and Annealed, Galvanized, Barbed, Coil Spring, Fence, etc.

## DOMINION IRON & STEEL COMPANY LIMITED

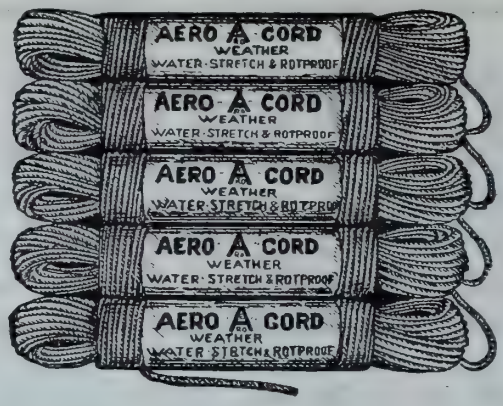
***Works:*** Sydney, N.S.

***General Sales Office:*** 120 St. James Street, Montreal

***Sales Offices:*** Sydney St. John Montreal

**STOCKS: Sydney, St. John and Montreal**

*If interested tear out this page and place with letters to be answered.*

# Aero  Cord

A superior cord for use anywhere for any purpose, indoors or out, where a braided cordage is indicated. This has proved true in tests of actual service under severely trying conditions, because Aero Cord is superior in tensile strength, durability and efficiency. In fact, it is the only weather, rot-and stretch-proof cordage made.

**A SEASONABLE SUGGESTION**

A few hanks of Aero Cord should be included in every sportsman's equipment, for use as tow lines, anchor rope, lashing, tent rope, etc.

**Manufactured by**

## The Aero Mfg. Co., Ltd.

**Sherbrooke - - - Quebec**

***Factory:*** **Lennoxville, Que.**

***Western Agents***

**THE H. H. PERRY CO., LIMITED, Winnipeg, Man.**

Sash Cord
Tent Rope
Whistle Cord
Bell Cord
Awning Cord

Signal Cord
Tow Line
Trolley Cord
Log Lines
Tiller Rope

*If interested tear out this page and place with letters to be answered.*

# STOCK THIS SPECIAL LINE FOR EXTRA PROFITS

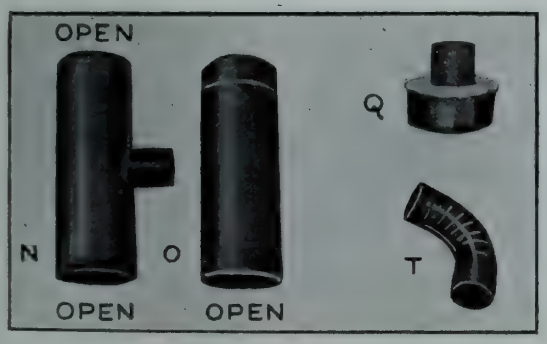
BIG discounts on Tweed Bath-tubs and Sanitary Closets.

The Tweed Line gives to Hardware merchants in small towns the same opportunity for profit as City Hardwaremen have with Bathroom Supplies.

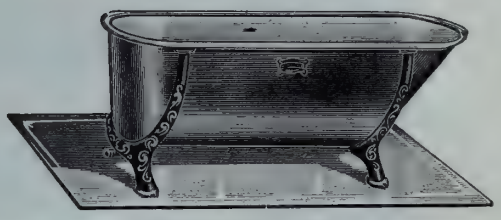
"ALL-STEEL"

Farmers and Town people want these conveniences. They are buying them, to a greater extent every day.

Look at these two beautiful bath tubs for instance. The "All-Steel" is made of heavy galvanized steel, enamelled pure white inside and robin egg blue outside. The legs are gilded with gold bronze. It is fitted with waste and overflow and punched so that double bath cock fittings can be set in place at once.




Some of the fittings that make the Tweed so perfect



"ENAMELINE"

The "Enameline" is like the "All-Steel" but is suitable where no water works are available. **'Tweed' Sanitary Closets** have for years been recognized as the most satisfactory closets made anywhere. In fact, every Tweed is guaranteed. You can assure any enquirer that a Tweed will give perfect satisfaction.

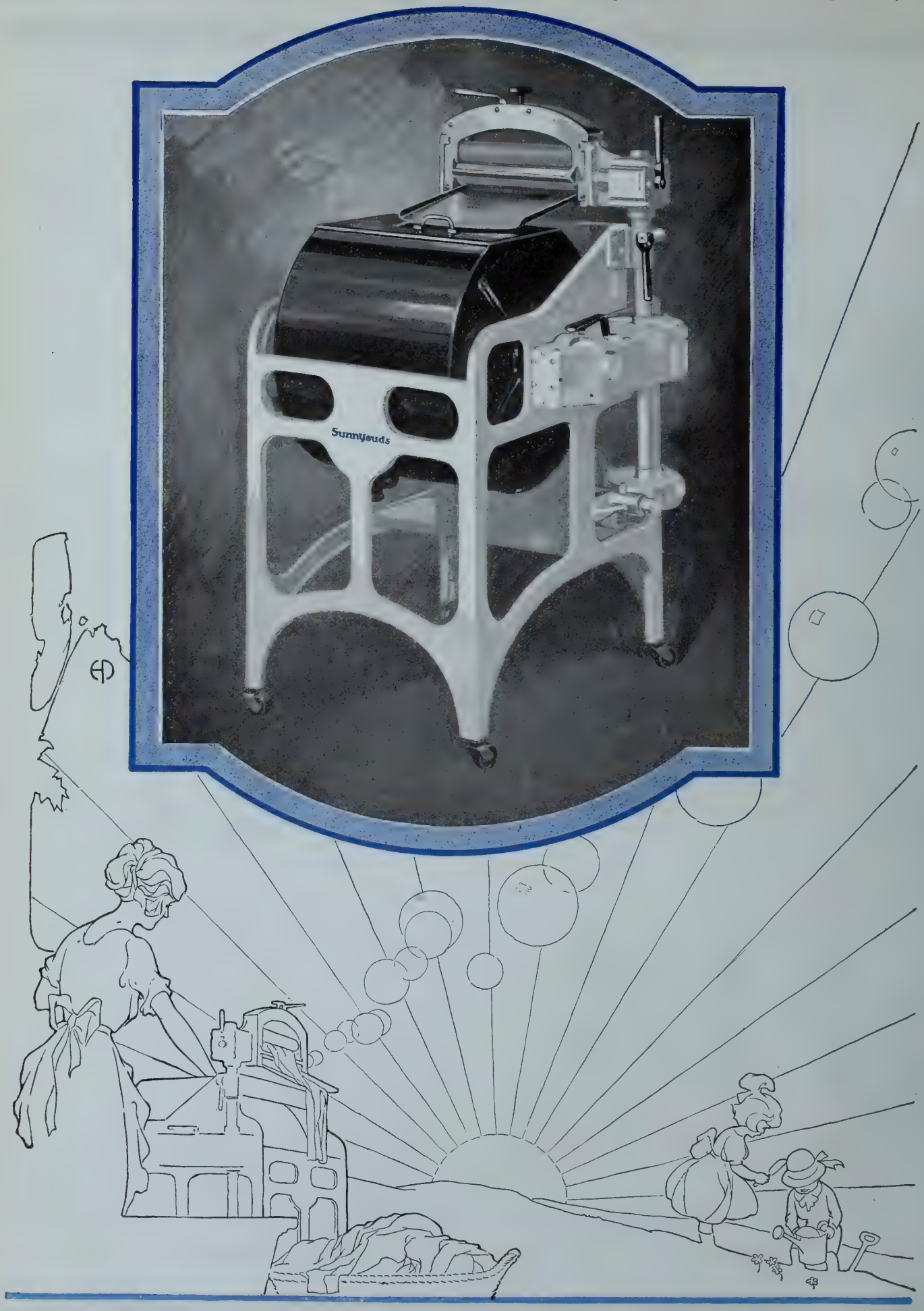
The Closet

Aggressive hardware merchants all over Canada are getting extra business with the Tweed line. Are you getting your share?

Let us quote you prices and discounts. Let us outline our complete proposition to you. This will not obligate you—we will be glad indeed to tell you "our story." Drop us a postal to-day just saying "Saw your ad. in Hardware & Metal. Quote me on your Tweed line."

## THE STEEL TROUGH & MACHINE CO., Limited
## TWEED — ONTARIO.

*If interested tear out this page and place with letters to be answered.*

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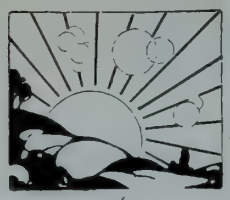


# Sunnysuds
## Electric Washer & Wringer

# *Will Outsell Because It Undersells!*

**A standard electric washer and wringer selling for $150! An electric washer complete and correct in every detail, retailing at the long hoped for price $150!**

**A washer designed to wash perfectly, built to give permanent satisfaction—and priced to sell easily! Literally the sensation of the washing machine industry.**

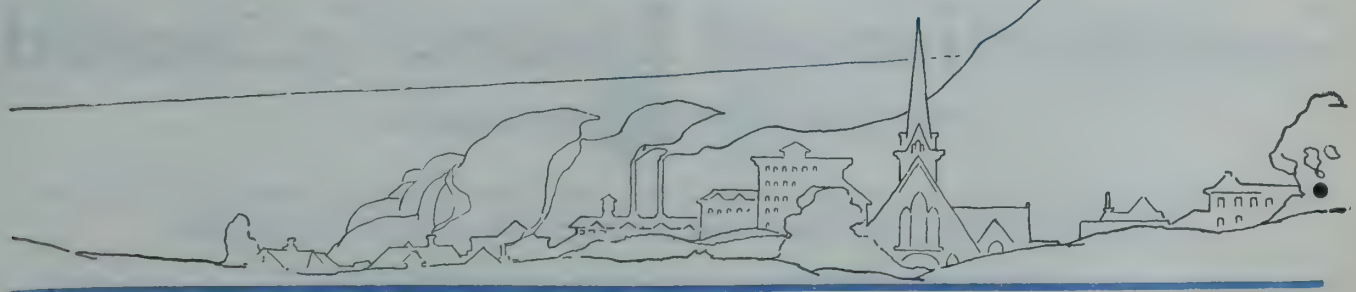
**But selling at the price it does, the Sunnysuds has not been compromised to meet that price. Not a single part has been slighted either in design or production. The enameled snow-white open frame is built of rigid pressed steel. The copper oscillating tub is equipped with agitators and has a six sheet normal capacity. The 12″ wringer is aluminum. The motor is especially built by the Domestic Electric Co. All gears run enclosed in grease. A trim, attractive, easy-to-use, and easy-to-sell electric washer—the Sunnysuds!**

The skeleton of the Sunnysuds sales organization has been formed. Additional dealers are being rapidly added to take care of shipments which begin during June. Correspondence is solicited from dealers adequately financed and sufficiently aggressive to successfully merchandise a remarkable washer at a remarkable price. Attractive discounts.

## *Onward Manufacturing Company*
***Kitchener, Ontario***

# *Retail price*
# *$150*

**Winnipeg and West $165**



*If interested tear out this page and place with letters to be answered.*

# Why the Sovereign Electric Iron is a Profitable Article from the Dealer's Standpoint

FIRST of all, it's made right. The construction leaves nothing to be desired. You can rest assured that it will always do you credit in the possession of your fastidious customers.

Second, the price is right. The new list price of $6.00, with particularly generous discounts, makes it a profitable article to merchandise.

Third, it's nationally advertised. Thousands of housewives all over Canada see and read Sovereign Iron advertisements. We will supply you with a complete advertising campaign. Let us know your requirements. Address the Advertising Department, Head Office, Toronto.

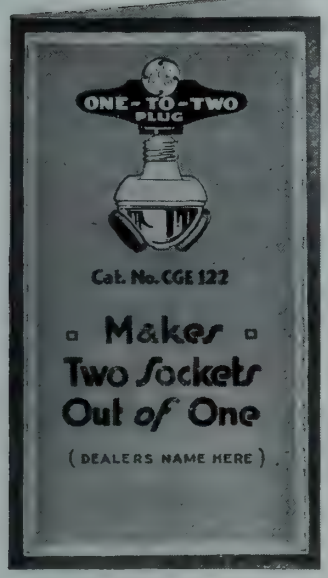
## Canadian General Electric Co., Limited

**HEAD OFFICE TORONTO**

**Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.**

*If interested tear out this page and place with letters to be answered.*

# Attract Attention—Arouse Interest—Stimulate Desire




## The Three Functions of a Good Display

The C.G.E. One-To-Two Plug, conforming to the C.G.E. merchandising policy of packing wiring devices in individual and artistically labelled cartons, is meeting with an enthusiastic reception everywhere.

C.G.E. Wiring Devices, with their distinctive orange and blue labels, practically sell themselves. For example, by dressing your window with One-To-Two Plugs, you cannot help but develop an excellent display which will have its effect on your cash register. The striking design of the cartons showing the adaptation of the plug to one or more of its many uses and the message that it makes "Two Plugs out of One" will attract attention—rouse interest and stimulate desire.

A supply of imprinted folders will be forwarded upon request.

## Canadian General Electric Co., Limited

**HEAD OFFICE TORONTO**

**Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.**

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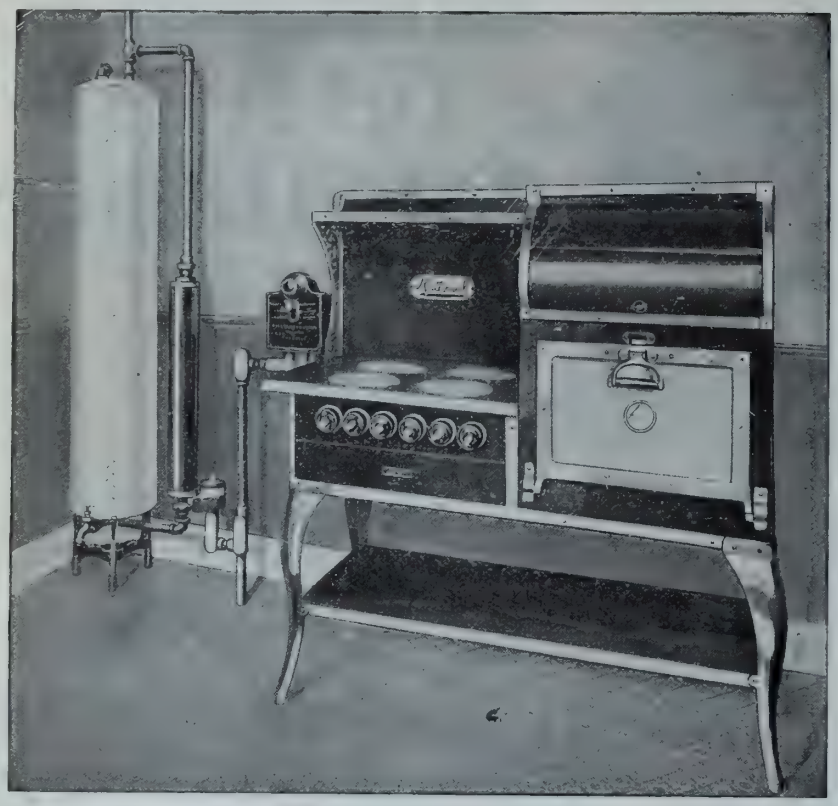
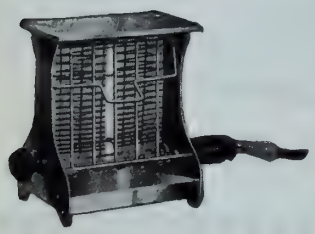
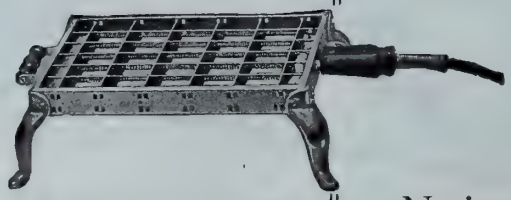


Water Heater & C 6 Range

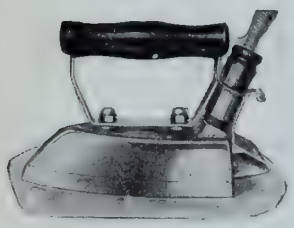
"Heatray" Heater



Upright Toaster



Toaster Stove



Domestic Iron

Disc Stove

Open-hearth Grate

# National ELECTRIC

## Appliances for rapid turnover

National Electric appliances meet the popular demand, 1st—because they are practical; 2nd—because they are built right and give continued service; 3rd—because they are known to your customers through our extensive National Advertising Campaign.

Write for catalog and prices on the National lines for your Fall Selling.

Place your order now for National Heatray Heaters.

**The National Electric Heating Co., Limited**

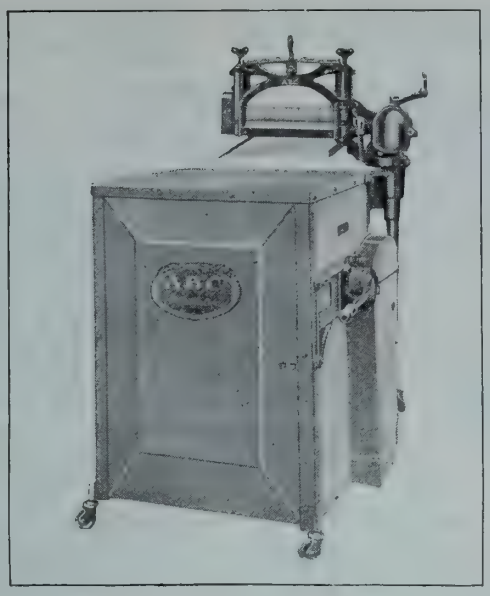
**Toronto, Canada**

249 Mountain Street
MONTREAL, QUE.

52 Albert Street
WINNIPEG, MAN.

627 Vancouver Block
VANCOUVER, B.C.

*If interested tear out this page and place with letters to be answered.*



# A Washer Built to Eliminate Service

## "Oh! The dealer can fix that if it goes bad."

Too frequently appliances are carelessly designed with the foregoing idea! The factory figures that this or that feature **may** prove all right—but if it doesn't, why, let the dealer take care of it. This policy is less trouble for the factory. What a burden and expense, however, it imposes upon the dealer.

The twelve-year old policy of Altorfer Bros. Company is just the opposite. At the Altorfer factory it has always been the aim to make each ABC as near service-proof as possible. Betterments have been continual with this aim in view.

The latest evidence of this policy is offered in the improved models 65E and 66E of the ABC **Electric Laundress.** Twenty-four distinct betterments, ranging in importance from a new aluminum wringer of unparalleled efficiency down to non-rusting aluminum rivets, characterize these new models as the closest approach to **serviceproof** washers that the trade has ever witnessed.

You will be interested in these improvements. To the dealer they mean more net profit per sale because of the service calls they save him.

Write for the special descriptive folder on these new models and for particulars concerning the entire widely advertised ABC line which also embraces time-proved dolly-type washers, open cabinet washers and electric ironers at a broad price spread. Exclusive dealerships are open.

# ABC *Electric Laundress*

**C. D. Henderson, Canadian Representative.**
**Box No. 123, Brantford, Ontario.**

**WHOLESALE DISTRIBUTORS:**

**Maritime Provinces**
**BLACKADAR & STEVENS,**
**Roy Building, Halifax, N. S.**

**Alberta**
**CUNNINGHAM ELECTRIC CO., LTD.,**
**Calgary.**

**Saskatchewan**
**SUN ELECTRICAL SUPPLY, LTD.,**
**Regina.**

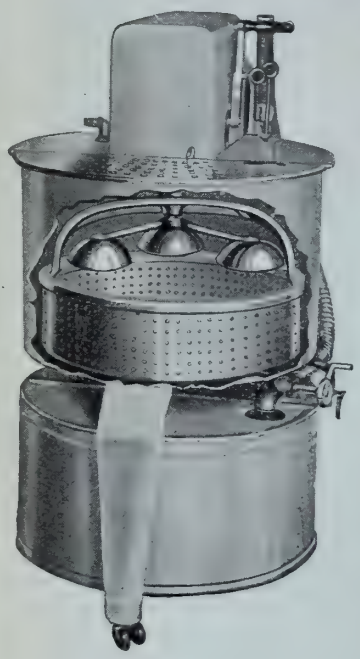
**Ontario**
**MASCO CO., LTD.,**
**78 Richmond St., Toronto.**

**Quebec**
**DAWSON & CO., LTD.,**
**148 McGill St., Montreal.**

**British Columbia**
**RANKIN & CHERRELL,**
**Vancouver.**

*If interested tear out this page and place with letters to be answered.*

# THE STANDARD OF WASHING MACHINE EFFICIENCY



Is only attained when **SERVICE** is combined with **SAFETY** and **CONVENIENCE**. By eliminating the Wringer a large element of danger is removed. By doing away with the necessity of other tubs and the attendant handling of clothes and water 75 per cent. of the inconvenience of other machines is overcome

—IN—

THE **KLYMAX** ELECTRIC

**VACUUM WASHER**

The machine that science and invention have perfected to do all of the work on wash day. Years of experimental work have served to give us today the climax in this field of labor-saving devices. It is called The Klymax. A machine embodying Efficiency, Durability, Simplicity and Convenience. Built to give a lifetime of service, without being "serviced." Entirely Canadian Made by

## THE SLADE MANUFACTURING CO., LIMITED

OWEN SOUND, ONT.

**Your Store Is Not Modern If You Cannot Show A KLYMAX.**

# ANNOUNCEMENT

## Wires of Canada, Limited

announce the opening of their plant at Hamilton and are now prepared to supply:

Wire;-

Bright and Annealed, Oiled and Annealed, Coppered, Soft drawn, Cut and Straightened, Flat in coils or cut to exact lengths and Hay Bale Wire.

Bale Ties, Beef Brads, Tag Fasteners, Pail Ears, Pail Lid Fasteners, Shingle Bands, Hose Clamps, Hose Menders and Metal Stampings.

We Solicit Your Inquiries.

Head Office and Mill.
HAMILTON, Ont.

**Ontario Representative**
**Wm. F. Kelly,**
**84 Wellington St. W.**
**TORONTO, Ont.**

**Eastern Representative**
**Ernest Dorval,**
**274 Beaver Hall Hill,**
**MONTREAL Que.**

**Western Representative**
**C. Frank Down,**
**823 12th. Ave., West,**
**CALGARY, Alta.**

*If interested tear out this page and place with letters to be answered.*

Every dealer who handles Hotpoint Irons has another chance to ginger up his trade and make friends for his store

# 3 Hotpoint Days for the 3 Hotpoint Irons

On Friday, September 16th, Saturday, September 17th, and Monday, September 19th, the trade will sell the 6 lb. and 3lb. Iron for $5.00 (50c. higher in Alberta and British Columbia), and the Boudoir Set for $7.25 (25c. higher in Alberta and British Columbia).

We make you special low prices. You buy as many as you want, selling at regular prices except on these three days.

A big newspaper Campaign in all the larger centres backed up by your own window displays, etc., will make this September sale a big success.

Write at once for full details about the Campaign, also window display contest ($200.00 in prizes.)

**Canadian Edison Appliance Co., Limited**

**Stratford, Canada**

*If interested tear out this page and place with letters to be answered.*

# A Little Investigation Will Undoubtedly Increase Your Enamelware Sales and Profits

Do you sell a distinctive line of enamelware possessing sales advantages entirely different from your competitor's line, or do you depend upon being favored with the "order" for goods exactly like your competitor sells at exactly the same prices?

Distinctive lines of merchandise provide valuable sales reasons why trade should buy from you. Like kinds of merchandise give you but little control and persuasion over the needs of your prospective trade. Originality leads to prestige.

Attractiveness has everything to do with Enamel Ware Sales. A light colored, clean, glossy gray ware sells much faster than the darker kinds. On display tables it attracts the eye first. In the kitchen it looks a great deal better, and in actual test sales, housewives buy it first.

Buyers familiar with Old English Gray Ware will tell you it is the most attractively colored, cleanest, and possesses and retains the highest gloss of any gray line.

And enamelware buyers familiar with all lines of ware will tell you Old English Gray Ware is far ahead of other gray lines in **both durability and attractiveness.** It has taken us years to accomplish this. But our production methods are so advanced that Old English costs but little more than the cheapest lines made.

Old English sells faster and returns you a greater net profit at the end of the year.

You have everything to gain in making an honest investigation of this line of ware.

Our nearest representative will gladly give you any information you want and work right with you to help you increase your enamelware sales and profits.

## The Republic Stamping & Enameling Company of Canada, Limited.

**2382 Dundas St., West, Toronto, Ontario, Canada.**

**Montreal**
E. S. Field,
2434 Hutchison St.

**Winnipeg**
V. E. Hunt,
114 Pantages Bldg.

**Vancouver**
Fred. C. Myers,
198 Hastings St., West.

*If interested tear out this page and place with letters to be answered.*

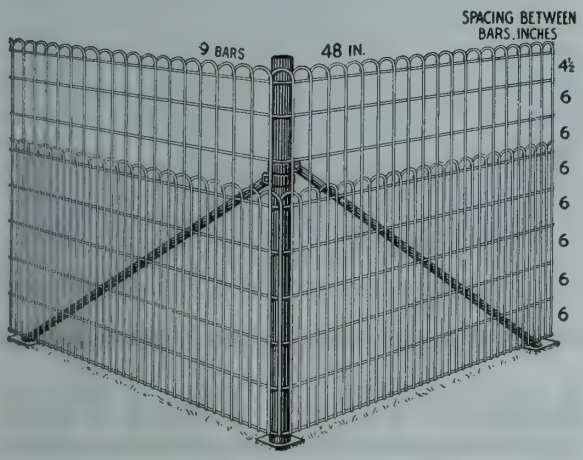
**NEW FALL PRICES**

# ELECTRICALLY Welded Fencing

**Write for Literature Discounts and Terms**

Electrically Welded Fencing carries with it the guarantee that the weld will hold, that the wires will not separate, that the wires are in no way injured by the welding process. Electrically Welding Fencing is further guaranteed to be exactly as represented in all respects as to quality of wire and galvanizing, the full gauge of wire specified, and the accurate spacing of all stay wires and line wires as illustrated and listed.

Our dealers are all authorized fully to make the same guarantee to their customers.




**ELECTRIC-WELD**

**Lawn Fence, with Double Scroll, all No. 9 Wire**

The design illustrated is our latest and most attractive design. Non-climbable. Made entirely of No. 9 wire. Electrically welded at every contact point.

Put up in 150 foot Rolls.

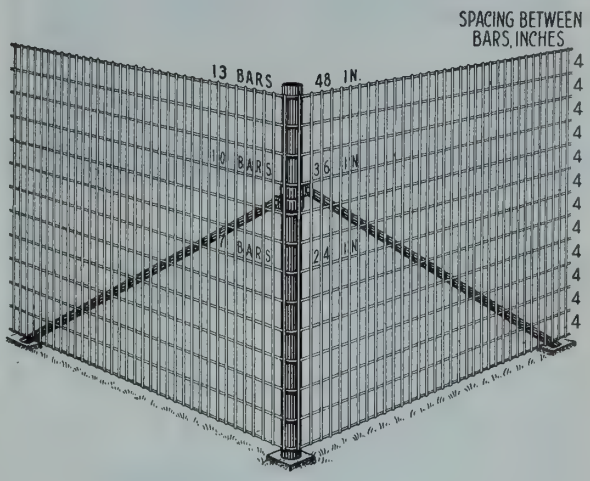
| Style No. | No. of Bars | Height in Inches | Inches between Upper Pickets | Inches between Lower Pickets | Approximate Weight 100 Feet | List Price per Foot |
|---|---|---|---|---|---|---|
| 736x | 7 | 36 | 2⅞ | 1⅜ | 161 | 26c |
| 842x | 8 | 42 | 2⅞ | 1⅜ | 188 | 28c |
| 948x | 9 | 48 | 2⅞ | 1⅜ | 215 | 31c |

## Electrically Welded Fencing

All fence illustrated on this page is made of the best grade of galvanized wire, ELECTRICALLY WELDED at all contact points, making a one-piece steel fabric of great strength and durability.

Electrically welded Fabric produces the strongest, most durable, economical and effective fencing for Parks, Estates, Paddocks, Zoological Gardens, Athletic Fields, etc. as this fence is non-climbable and does not obstruct the view.

Styles shown are carried in stock. Prices quoted above are list prices. Write for literature and trade discounts.




**ELECTRIC-WELD**

**No. 11 Wire—Plain Top**

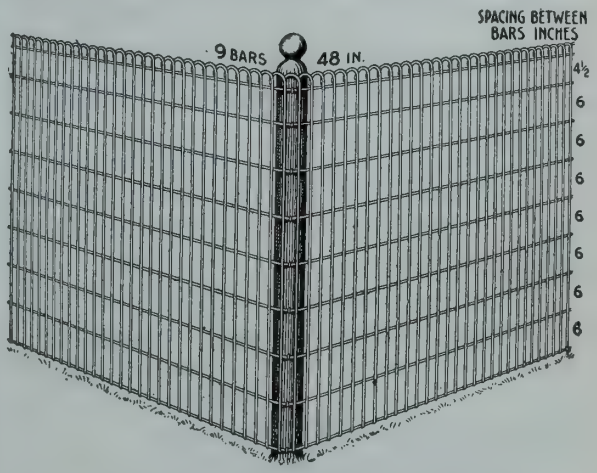
This fencing has a wide variety of uses. It is popular for enclosing lawns, gardens, orchards, etc. It is also used for stall guards, grape arbors, trellises, tree and window guards, parks, tennis courts, and many other purposes.

Made entirely of No. 11 wire, in three convenient heights, and with stay wires 1⅞ inches apart; non-climbable.

Put up in 150 foot Rolls.

| Style No. | No. of Bars | Height in Inches | Inches Between Stays | Approximate Weight 100 Feet | List Price per Foot |
|---|---|---|---|---|---|
| 724 | 7 | 24 | 1⅞ | 78 | 14c |
| 1036 | 10 | 36 | 1⅞ | 112 | 20c |
| 1348 | 13 | 48 | 1⅞ | 147 | 25c |

This fence is non-climbable and does not obstruct the view. Any desired height can be had by stretching two widths, one above the other. It is also ideal for making wire partitions, or stock rooms in factories or warehouses. This fabric is inexpensive, easy to erect.




**ELECTRIC-WELD**

**No. 9 Ornamental Lawn Fence—Top Scroll Only**

The fencing is made in three heights, as listed below affording a range of styles adapted to many uses around the home and garden. Stay wires are 1⅞ inches apart. As illustrated, the fence is non-climbable. Made of No. 9 wire only.

Put up in 150 foot Rolls.

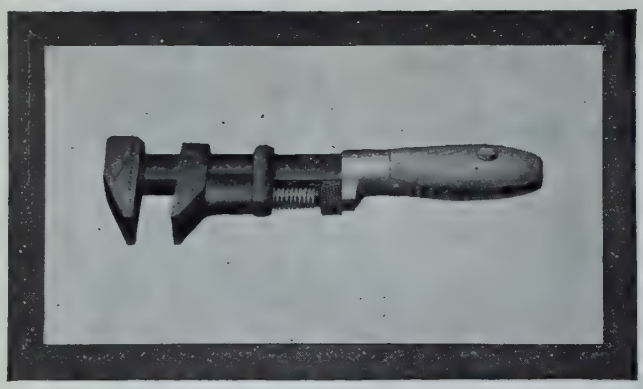
| Style No. | No. of Bars | Height in Inches | Inches Between Stays | Approximate Weight 100 Feet | List Price per Foot |
|---|---|---|---|---|---|
| 736 | 7 | 36 | 1⅞ | 121 | 27c |
| 842 | 8 | 42 | 1⅞ | 138 | 29c |
| 948 | 9 | 48 | 1⅞ | 156 | 32c |

# A. R. LUNDY

**Factory, Farm and Lawn Fence, Fire Escapes, Wire Guards, Ornamental Iron Work, Concrete Reinforcing Fabric**

**257 King Street, W.** *Phone Adelaide 3108* **TORONTO**

*If interested tear out this page and place with letters to be answered.*



# SALESMANSHIP

Good salesmanship consists not in simply making a sale, but in selling your customer something that will meet his particular needs.

Every mechanic, every motorist, every householder has use for a screw wrench. It fills a universal need. With Williams' Superior line in stock you can offer a selection to meet any and every requirement.

Three patterns, 7 sizes, 6 to 21 inches—made and guaranteed by a manufacturer with nearly half a century's experience in the production of Superior Drop-Forged Wrenches.

***Screw Wrench Booklet on request***

**DROP—FORGINGS**
often cheaper than castings
—always far superior—

**J.H. WILLIAMS & CO.**
**LIMITED**
***"The Wrench People"***
Formerly Canadian Division of The Whitman & Barnes Mfg. Company.
**30 Thorold Road St. Catharines, Ont.**

# RUNNING BOARD MOULDINGS

OF

**ALUMINIUM**

SHOULD BE INCLUDED IN YOUR STOCK OF AUTO ACCESSORIES. TEN POPULAR PATTERNS FOR IMMEDIATE DELIVERY

*Send for Samples.*

**THE BRITISH ALUMINIUM COMPANY, LIMITED**
**263-267 Adelaide Street West**
**TORONTO**

**Eastern Agents: SPIELMAN, AGENCIES, MONTREAL**

# Low Prices That Pull

There's a large and profitable sale for

**Griffith**

Guaranteed Halters, Harness Specialties and Saddlery Hardware to Farmers and Teamsters.—

Because so much almost-worn-out harness is still in use and requires constant repairs and replacement of parts.

Our latest reduced prices assure you this business. Write for new catalogue just issued.

Hardware Trade Department

**G. L. Griffith & Sons Limited**

STRATFORD - ONTARIO


*If interested tear out this page and place with letters to be answered.*

# PARIS SEAMLESS

## "The Perfect Home Cold Storage Plant"

STYLE No. 172
All our good Refrigerators are made of oak

One-piece, seamless porcelain lining, water-tight, easily cleaned, will not chip or break

# One Piece

## Genuine Porcelain Lined Refrigerators

There is nothing finer being offered to-day than the Paris Seamless Line. It pays big profits to Dealers in Cash and increased sales made by enthusiastic customers.

The beautiful Oak Case with its shiny white One Piece Seamless Porcelain Lining holds an irresistible appeal to the housewife. It is a high class piece of Furniture which lends prestige to its surroundings, and from point of Construction, Insulation, Perfect Circulation, Low Temperature and Lasting Appearance it has no equal in Canada.

Write us to-day for particulars of our line and latest catalogue which contains valuable information for Dealers.

# The Sanderson-Harold Company

LIMITED

**Paris** **Ontario**

REFRIGERATORS

SCREEN DOORS
COMBINATION DOORS

WINDOW SCREENS

*If interested tear out this page and place with letters to be answered.*

Reed's "Super-Service"

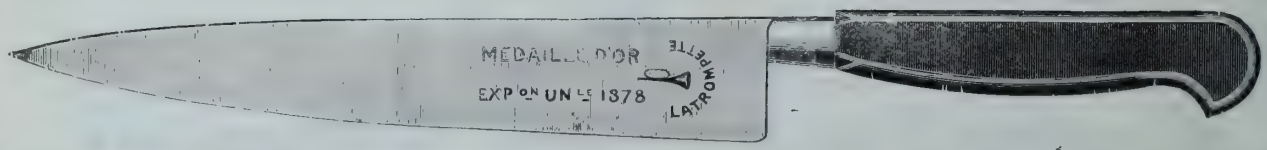
# Trade Balance
## and
# Ash Cans

EVERY DOLLAR kept in Canada means a reduction of our adverse trade balance, and greater prosperity for our country. No longer is it necessary for users of heavy-weight ash or waste cans to purchase foreign-made goods. REED'S "SUPER-SERVICE" All Steel Cans are built in Canada by Canadians for Canadians. They are built in various sizes of heavy steel plate, galvanized, with reinforced tops, bottoms, and sides. And the prices are right, too.

We also manufacture "Almetl" Fire Doors, "Burt" Ventilators, Steel Tanks, and other metal specialties.

Let us quote you on your requirements.

**Geo. W. Reed & Co., Limited, Montreal**




**"SABATIER"** TRADE MARK **"LA TROMPETTE"**

We are again supplying the Canadian Hardware trade with our famous lines of cutlery, including the knives as illustrated.
Avoid imitations of our cutlery by seeing that our Trade Mark
***"La Trompette Medaille d'or Expn. Univl. 1878"***
is stamped on each blade as shown on above illustration.

**SABATIER Pere & Fils** **THIERS (France)**

# THE CANADIAN HORSE SHOE CO., Limited
## HAMILTON ONTARIO.

**Announce the opening of their plant for the manufacture of high grade**

Quality **HORSE SHOES** Service

Embodying the **BEST IDEAS** of the **FOREMOST CANADIAN SHOERS**
**STOCKED BY THE LEADING JOBBERS**
**ASK FOR THEM**


*If interested tear out this page and place with letters to be answered.*

## Canada's Own Famous

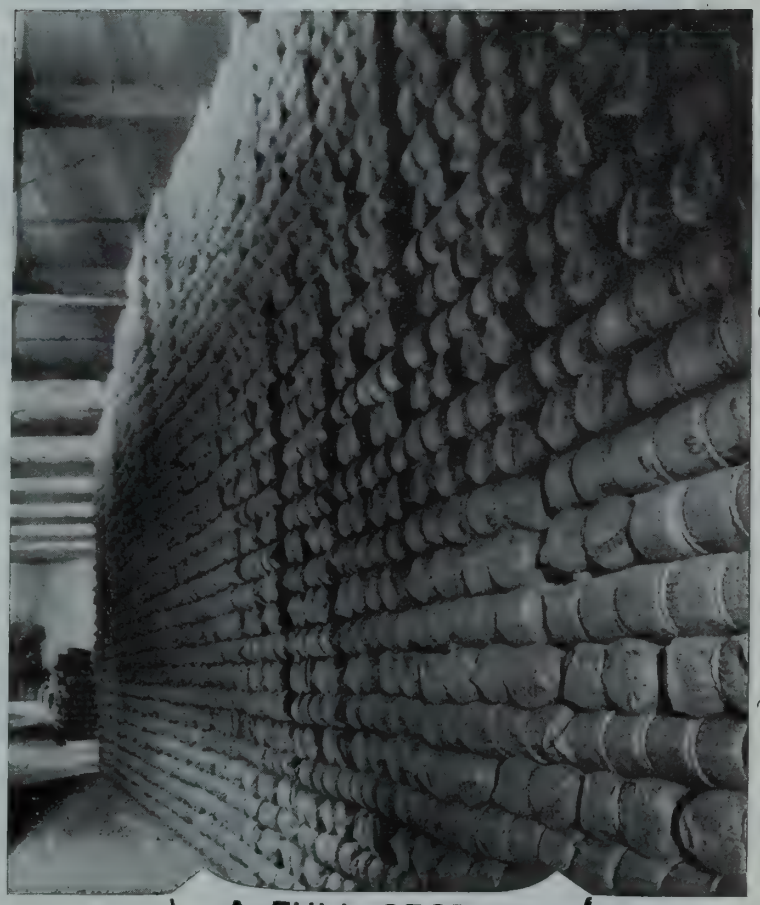
# MAPLE LEAF BRAND

## Brantford Binder Twine

PRACTICALLY half a century of experience is behind the manufacture of our products. During all this period, fair and honest methods have built up goodwill and prestige for us that contribute to the successful sales of our Products by hardware merchants all over the Dominion.

We have devoted this experience, also, to maintaining the highest efficiency, through adopting the best modern methods and devices for manufacture.

The result is that in open competition with the world's Binder Twine makers we have reached an annual production of 10,000 tons, the largest in the British Empire.



A FULL SECTION
IN OUR EXTENSIVE WINE STORAGE WAREHOUSES

*Prompt attention to Inquiries.*

# The Brantford Cordage Company, Limited

LARGEST MANUFACTURERS OF BINDER TWINE IN THE BRITISH EMPIRE

**BRANTFORD, CANADA**

*If interested tear out this page and place with letters to be answered.*

# K--T Well Wheels

**OR CLOTHESLINE PULLEYS**

These Well Wheels are consistent sales-makers for the hardware merchant. They are lighter and stronger. The positive rope guide makes them more dependable. K-T Well Wheels are equipped with roller bearings which eliminate all "squealing" on wash day. They are furnished in 8-10-15 inch sizes.

Trade K—T Mark

# K--T Cobbler Sets

In these days of high priced shoes and repairs, K-T Cobbler Sets are sold quicker than ever in the hardware store.

The K-T Cobbler Set is designed with sufficient strength in the proper place to do the heaviest repairing. It weighs 12 lbs. If one breaks in service we will replace it.

It is put up in a neat cardboard box suitable for either storage or display with the contents itemized and illustrated on each box.

It is made in Canada, with Canadian money, by Canadian workmen.

FOUNDRY TRADE GALT K-T ONT MARK

# Introduce These Brooms to Your

# Customers--They Will Make Friends

Because they're made to sweep clean and give excellent satisfaction and the maximum length of service to users.

Our line includes: Cable Warehouse, as per Cut, for the Factory, or Warehouse; Cable Warehouse, with a layer of split Bamboo, for cement floors; No. 1 General Purpose, for light warehouse sweeping. Duchess, or Perfect, for the home.

**Manufactured by**

## John Adam & Son

**Collingwood, Canada.**

**W. H. Escott, Western Canada Representative**

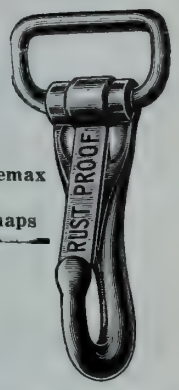
*If interested tear out this page and place with letters to be answered.*

# Premax Line of Hardware and Harness Specialties

The Dodson All Steel Hame Strap

Premax Hardware and Harness Specialties have been favorably known and sold for twenty-five years.

Designed accurately, manufactured carefully, backed by an unqualified guarantee against imperfection in quality or workmanship, The Premax Line offers the best to be had in reliable merchandise.




Premax Snaps

An organization keenly trained to service offers you its constant cooperation. Let us quote you and prove it.

Premax Embossed Figures

## Niagara Metal Stamping Corporation

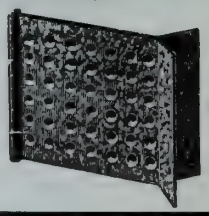
**Niagara Falls, New York**

**Division M**

Also of the Premax Line: Metal Tent Pins, Wrenches Key Rings, Key Chains, Jockey Chains, Sash Chain and Builders Specialties, and a most complete line of Embossed Metal Letters, Figures and Signs.

**Western Canadian Sales Agent,**
**Mr. D. A. McDonald,**
**141 Bannatyne Ave.,**
**Winnipeg, Man.**

Premax Builders Specialties



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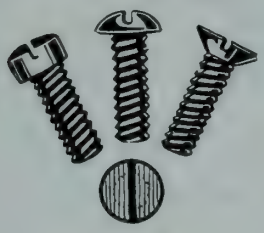
**Made in Canada**

# Torrington

**MACHINE SCREWS**



**For Quick Service**

This is the day when service counts—the goods as you want them when you want them.

We have equipped our plant in Upper Bedford Quebec to take care of Canadian business in a way never before equalled.

We solicit the privilege of quoting on your requirements and offer a service second to none. We carry large quantities of standard lines in stock.

## THE TORRINGTON CO., LTD.

**UPPER BEDFORD, QUEBEC**

---

## —*Stock Your*

# BANNER ASH SIFTERS

## —NOW—

RETAILS ABOUT **$2.50 & $3.50**

The Common Sense Ash Sifter simple and easy rocker motion. A child can do the sifting. Eliminates dust and work. Saves the back. Its simplicity appeals to reason. Better than ever. We stand back of you with the trade mark name Banner. Your wholesale house can supply you.

## THE BURROWES MFG. CO.

TORONTO

# B. & S. H. THOMPSON & CO., LTD.

MONTREAL TORONTO NEW GLASGOW, N.S.
WINNIPEG VANCOUVER

METALS
CHEMICALS

OILS
GLASS

CANADA PLATES
POLISHED SHEETS

*The Mark of Quality*

TIN PLATES
TIN MILL
BLACK PLATES

APOLLO GALVANIZED STEEL SHEETS
APOLLO KEYSTONE GALVANIZED STEEL SHEETS
ARROW BRAND BLACK STEEL SHEETS
AND SPECIALTIES

B. & S. H. THOMPSON & CO., LTD.

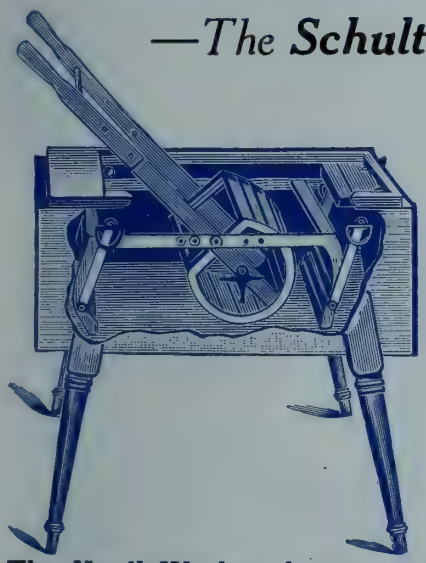
MONTREAL TORONTO NEW GLASGOW, N.S.
WINNIPEG VANCOUVER

*Sales Agents for Eastern Canada*
*Sheet & Tin Mill Products*
*For*
*United States Steel Products Company*

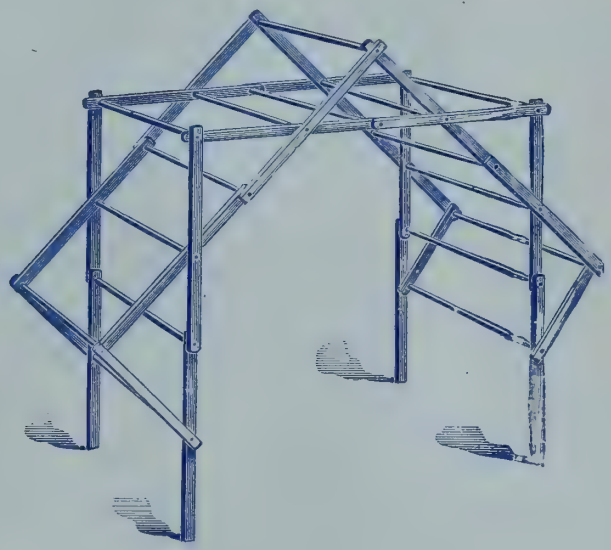
*If interested tear out this page and place with letters to be answered.*

# Labor Saving Favorites for the Home Laundry

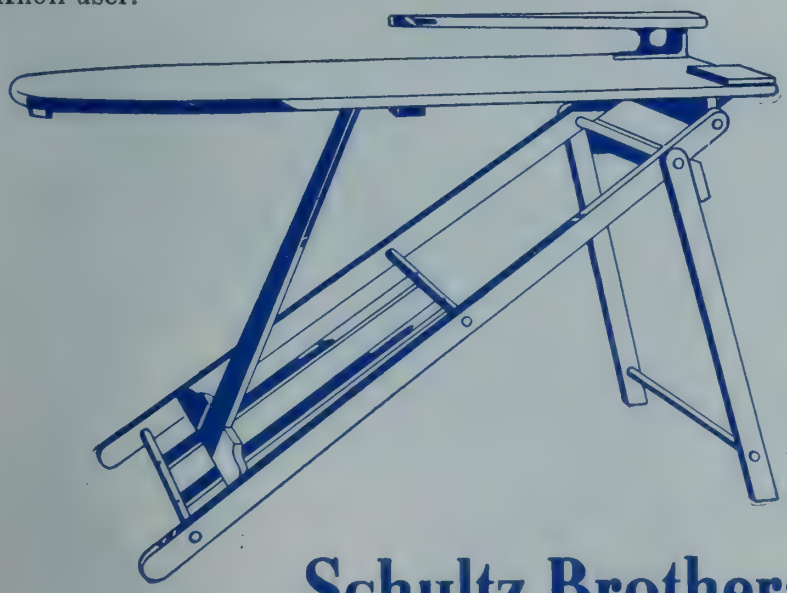
*—The **Schultz Quality Line** makes pleased customers for the dealer—*



**The Folding Clothes Bar** is the best and handiest folding bar made. Stands on floor or fastens to wall—equals 40 feet of clothes line. Weight 12 pounds. Size when closed 28¼ x 21 x 8½ inches.



**The Knoll Washer** knows no dissatisfied users. Power machines at many times the price cannot add to or improve upon the principle of its **Double Action.** Shrewd housewives have proven that the Knoll washes faster, better and easier than any other machine, with absolutely no wear and tear on the clothes or injury to the finest fabrics. "Once a Knoll user, always a Knoll user."



**Becker's Automatic Ironing-Board**

This is absolutely the most convenient and solid ironing board made. Scientifically constructed with due consideration for fulcrums, levers, the placing of loads and ease of handling.

It is sold in large quantities by the simple demonstration of its mechanism.

Write for latest prices.

## Schultz Brothers Co., Limited

**Brantford, Canada**

*If interested tear out this page and place with letters to be answered.*

*If interested tear out this page and place with letters to be answered.*

*If interested tear out this page and place with letters to be answered.*

# Silverware That Sells

The variety of exceptionally attractive patterns and the proven wearing quality of

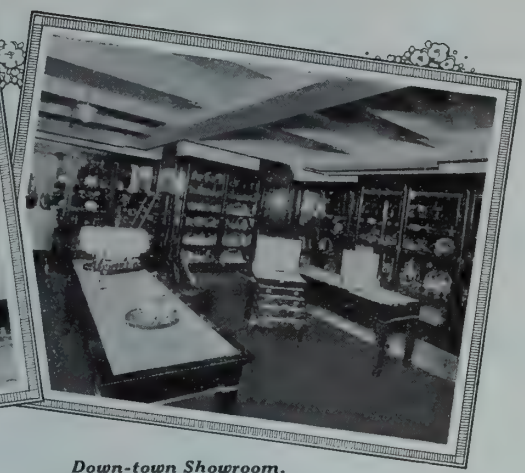
**1881 ROGERS A1**

brand of flatware has made it the favorite line of medium priced flatware. The original and striking selling aids which we supply to you for advertising, make attractive window and counter displays. The generous profit you can make on this brand of silver flatware is another good reason why you should sell it. We will be glad to show you the patterns in our down-town showroom when you are in Toronto during the Exhibition.

**Canadian Wm. A. Rogers, Limited**
Office and Factory - 570 King St. W. Toronto
Downtown Showroom - Kent Building

*If interested tear out this page and place with letters to be answered.*

*Silverware Factory, Toronto*



*Down-town Showroom, Kent Building, Toronto*

# Where to Find Us When in Toronto For the Exhibition

Our exhibit of highgrade Silverware will be located in the same booth in the Manufacturers' Building as in former years. The exhibit this year is strikingly original and you should see it—it will be a feature of the Exhibition.

The downtown Showroom in the Kent Building, corner of Yonge and Richmond Streets, is very convenient—in the heart of the shopping district and close to all hotels. Come in and see the display of Flatware and Hollowware.

Our offices and factory are at 570 King Street West—near Bathurst Street. We shall be glad to welcome you. Make us a visit and get acquainted with our staff.

## Canadian Wm. A. Rogers, Limited

*Silversmiths and Bronze Founders*

TORONTO

*If interested tear out this page and place with letters to be answered.*

# Engraved Glassware

*Quinte* *Quality*

OUR attractive Patterns on medium weight fine quality blanks are now in high favor; pleasing because both useful and decorative.

We show an extra nice range in Water sets and Vases.

***Write for information or ask to have our traveller call.***

## Quinte General Manufacturing Company

LIMITED

Factory at DESERONTO, Ontario

*Head Office and Show Room:*
61 ALBERT STREET, TORONTO, ONTARIO

*Western Representative:*
W. W. Robinson, Limited, 209 Scott Block, Winnipeg

*If interested tear out this page and place with letters to be answered.*

The Trade Mark known

# UNIVERSAL

in Every Home

# Holiday Assortment Aluminum Percolators

**Number 60**

**Six in One Package**

*Suggestion for Window Display*

## This Group of Six Will Sell Like Sixty

VARIETY is the spice of sales. This assortment consists of six choice pieces, all standard goods the pick of the great line of "Universal" Aluminum Percolators. They vary in design but are invariably fine in every detail.

"HERE'S a money making opportunity not attended by risk. It means quick turnover without left-overs after the holidays. Even though a piece should remain unsold before Christmas, the holiday wrappers may be discarded and the clean Universal package matches your regular stock."

NOTHING stands in the way of selling these goods -- not even the prices. They are down to the lowest limit to help you get both holiday and everyday trade. Your profit is big.

## FREE With Assortment

- 12 Sheets Holly Wrapping Paper printed in 3 colors.
- 34 Yards Red Silk Ribbon for window trimming and wrapping packages.
- 50 Booklets for window use and counter distribution.
- 6 Handsome Gift Cards in envelopes expressing holiday greetings.
- 4 Display Cards for window or counter.
- 1 Attractive Metal Sign.

*Write for Bulletin covering the Special Holiday Assortment No. 60.*

**Canadian Representatives**

**Montreal** **A. MacFarlane & Co., Limited.** **Quebec**

## LANDERS, FRARY & CLARK New Britain, Conn.

*If interested tear out this page and place with letters to be answered.*

# The Name "Oakville" is a Guarantee of

Preserving Kettle
6 to 24 pints

Regular Tea Kettle
8 to 14 pints

Berlin Kettle
8 to 20 pints

Perky Teapot,
3 to 4 Pints

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE

Globe Teapot
3 to 4 Pints

The few lines here illustrated represent only a small portion of the "Oakville" range of Aluminium Ware.

A sample order of these Six pieces will prove our claims that "Oakville" ware sells readily. We will be pleased to forward catalog and price list on request.

## *The* Aluminium Ware

**RICHARDSON & BUREAU, MONTREAL, *Agents***

*If interested tear out this page and place with letters to be answered.*

# on Aluminium Ware Dependability

Hundreds of hardware dealers in all parts of Canada have proved the sales-getting qualities of "Oakville" Aluminium Ware. The quality of the material and the workmanship is evident even to the inexperienced housewife.

The patterns appeal at first sight. No feature is omitted that **will make "Oakville" ware outwear any ware.** Display "Oakville" ware and prove its superiority. To display it is to sell it.

## *The New Potato Pot*

This new "Oakville" potato and vegetable pot has the welded spout. Each spout is fitted with strainer which facilitates straining without loss of contents.

The lock-tite handle holds the lid on during the straining operation. Does not fall down the side, thus preventing heating. Made of heavy gauge metal.

# Manufacturing Co., Limited

OAKVILLE, ONT.

*If interested tear out this page and place with letters to be answered.*

# SCREWS

## SCREW EYES, SCREW HOOKS

We manufacture all varieties of Iron, Steel, Copper, Brass, and Bronze Wood and Machine Screws -- finished bright, polished, blued, silvered, nickeled, coppered tinned, bronzed, japanned, lacquered or galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

# I-XL CASE CARVERS I-XL

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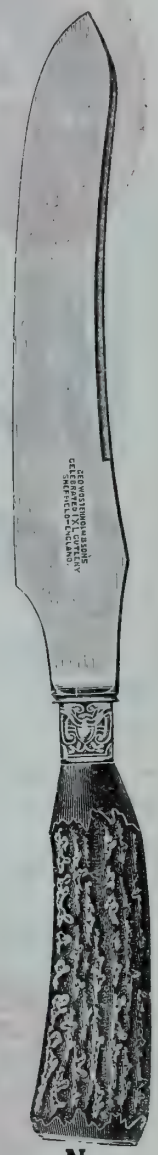

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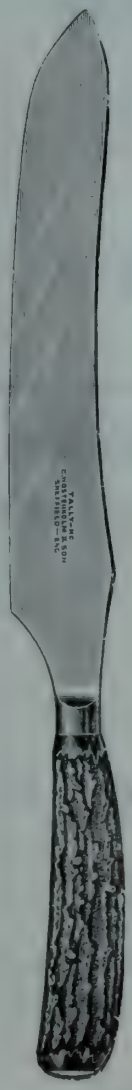

## Geo. Wostenholm & Son, Ltd.

**SHEFFIELD - ENGLAND**

have made substantial shipments of case carvers throughout Canada to all the leading jobbing houses, and would urge the retailers to now take advantage of this stock to cover their holiday requirements.

Our patterns are distinctive and quality is our password; every knife must pass through a most rigid inspection before leaving our factory. The cases are of the best to be had in Sheffield and our wide range of patterns make the I-XL line a most desirable display.

**I-XL GUARANTEED CUTLERY I-XL**

No. 3766

No. 5400

**A. MACFARLANE & CO., LTD.**
**MONTREAL - QUE.**
*SOLE AGENTS FOR CANADA*

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If you have not yet ordered your Horse Blankets for this Winter's trade, you would do well to see the 5/T line.

They can be had in a wide range of Patterns and at Prices to suit all customers

**Samples and Prices sent on Request**

Metal signs like cut above, but in color, can be supplied for advertising the line, without charge. These can be tacked on barns, blacksmith shops, fences, in hotel yards, etc.

**GET YOUR ORDERS IN EARLY**

*We also manufacture Tarpaulins, Waterproof Horse Covers, Coal Bags, Tents, Flags, Awnings and other Goods. Catalogue on application.*

**J. J. TURNER & SONS, LIMITED, Peterborough, Ont.**

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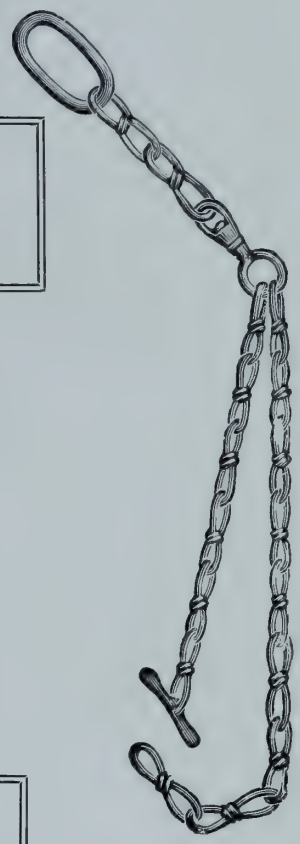


# Greening's

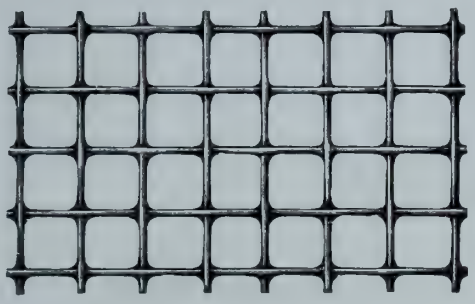
## Cow Ties

are the Lightest, Strongest and Best Chains on the market.

Made in six sizes and six styles. Also Halter, Dog, Kennel, Tie Out and Trace Chains.

## Wire Cloth

Sand Screen Cloth
Fanning Mill Cloth



Regalvanized Wire Cloth, etc.

*Every Description of Wire Cloth and Wire Work*

Wire Rope
Wire Rope Fittings

Manufactured by

## The B. Greening Wire Company, Limited

**Hamilton, Ont. :: Montreal, Que.**

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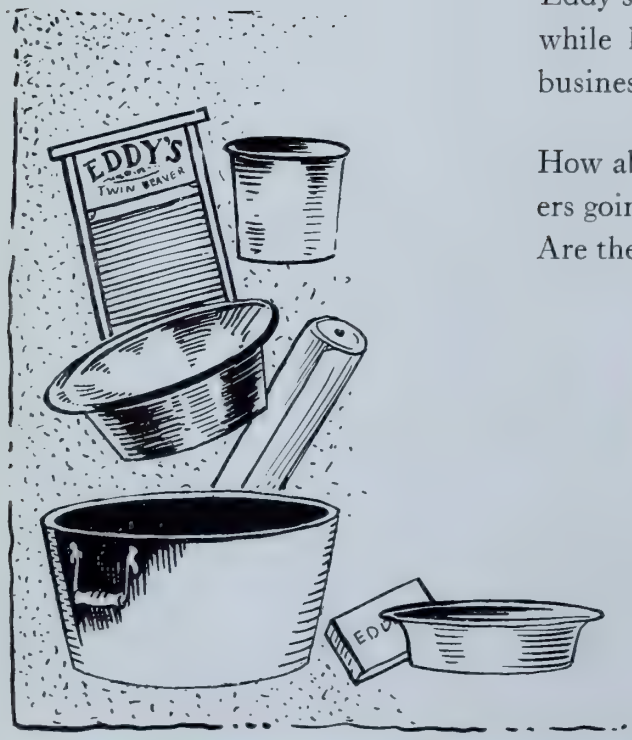
*EZRA BUTLER EDDY*
*Born Aug. 22, 1827; Died Feb., 1906*

# Who is getting the bus-

## Is Your Share Going to De-

Merchants who have sold Eddy Products know the value of this business. That the trade in Eddy Indurated Fibre Ware, Eddy's Impervious Sheathing and Eddy's Matches is worthwhile having is absolutely undisputed. It is good, valuable business that brings in money to any good store.

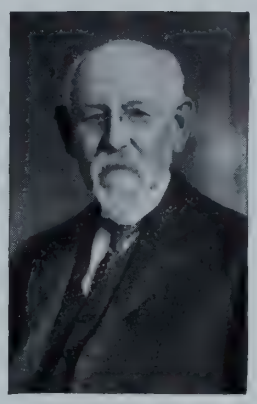



How about your own locality? In your town are your customers going to Department Stores or Groceries for Eddy Products? Are they dividing their patronage; buying nails and putty from

# E. B. EDDY

**Maker of Canada's**

# HULL,



*GEORGE H. MILLEN*
*President of the E. B. Eddy Company,*
*The man to whom E. B. Eddy's mantle fell.*

THE E. B. EDDY COMPANY LIMITED
HULL 1851 CANADA

# iness in Eddy Products?

## partment and Grocery Stores?

you, and wash tubs, butter pails, scrub-boards and many other profitable items of Indurated Fibre Ware from the grocer? What about Matches? An easily handled line. A box of Eddy's Matches can be included with almost every order if only displayed and offered.

Stop this leak if it exists in your store! Put Indurated Fibre Ware and matches in your windows. Get them before the housewives. Let them know in every way you can that *your store* is the place to buy Eddy Products!

# COMPANY, Limited

**Famous Matches Since 1851**

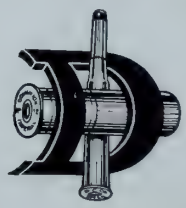
# CANADA

# This Window Trim Will Attract Sales

No sportsman will pass the store displaying this glimpse of outdoor life. And each person who stops to look is a prospective Dominion Ammunition customer.

Get ready for fall sales. Put up your trim. If you don't receive yours by September 1st. write for one. Every little effort means just so much more towards increasing your sales of

# Dominion Ammunition



**Dominion Cartridge Co., Limited**

*Owned and Operated by Canadian Explosives, Limited*

Halifax Montreal Toronto
Sudbury Winnipeg Vancouver

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*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII AUGUST 20, 1921 No. 34

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SHEETS
TINPLATE
CANADA PLATE
ETC.

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## "QUEEN'S HEAD" GALVANIZED IRON

**QUALITY has won for it the reputation it has earned during the past forty years as being**

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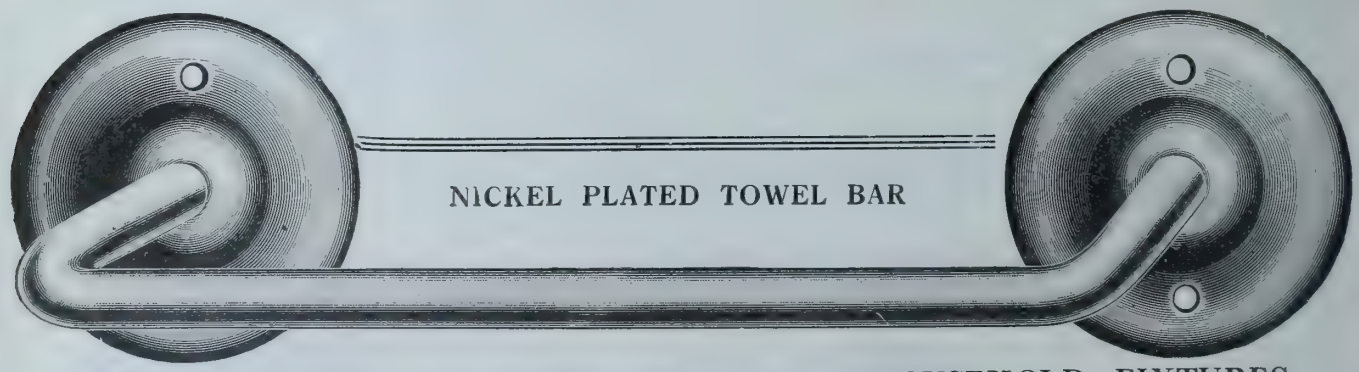
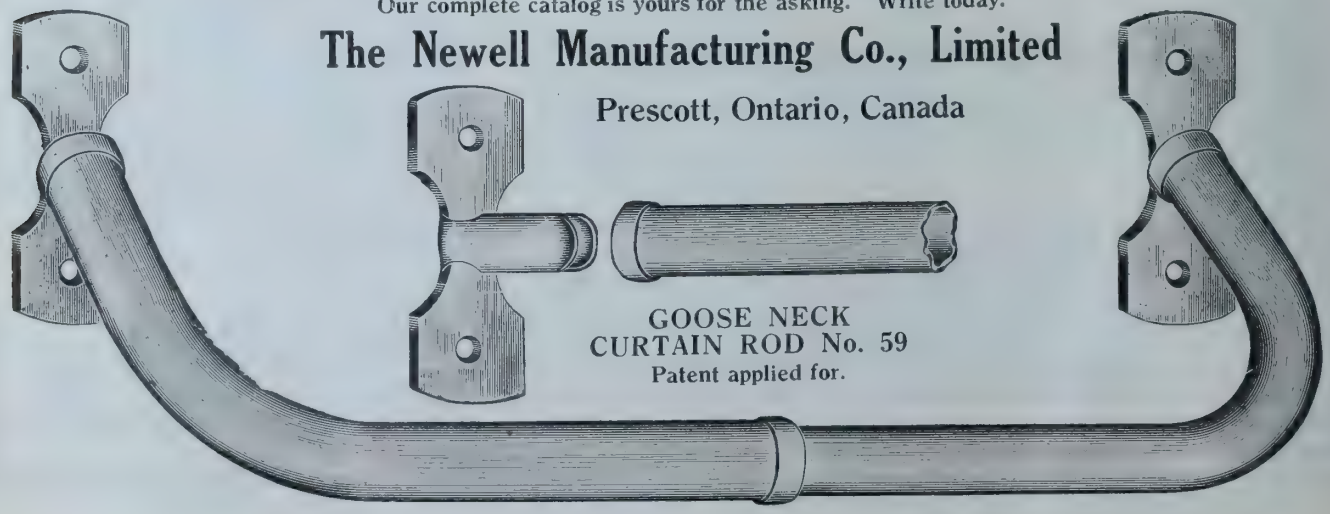



## Newell Curtain Rods, HOUSEHOLD FIXTURES and NICKEL GOODS

With twelve years' experience in the manufacture of Curtain Rods and Household Fixtures, a few of which are here shown, we are in a position to offer a purely Canadian-made line, of which we are justly proud.
Our complete catalog is yours for the asking. Write today.

**The Newell Manufacturing Co., Limited**
Prescott, Ontario, Canada



Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. AUGUST 20, 1921 No. 34

# Helpful Features of this Issue

EVERY retail hardware merchant in Canada is interested in the probable trend of hardware supplies, prices and trade during the Fall and early Winter months, and while sane business men have long since seen the folly of predicting, it is nevertheless within reason to outline actual conditions as they prevail, the probable trend in the immediate future, and methods which will assist in meeting the problems of the period immediately ahead. A wealth of editorial data will be found in the succeeding pages revealing the true condition of affairs in the hardware industry, what manufacturers and wholesalers are preparing for in the next few months, and selling suggestions to help increase the retail turnover of hardware. The following brief outline of some of the features will show just how helpful a close study of this issue will be to retailers:—

"FALL AND WINTER TRADE OUTLOOK"—An interesting feature is the improvement in trade noted by some manufacturers during August, with facts to indicate that continued gradual improvement may be expected—Cautious, frequent buying in small quantities advised.

"PROTESTS RE SALE OF GASOLINE"—Third article of series showing losses suffered by buying gasoline by weight and selling by measure—Comment from Director of Weights and Measures—Test case in Alberta.

"HARDWARE PRICE TREND FROM 1913 TO 1921"—Table showing trend of wholesale hardware prices in last eight years—Highest prices not reached during war, but after it.

"MODERN FIXTURES ATTRACT NEW CUSTOMERS"—F. W. Karn, Woodstock, Ont., who after 20 years business in that city secured many new customers by new store location and installing modern display fixtures.

"NOVEL IDEAS TO HELP FALL HARDWARE TRADE"—Do you want some good selling suggestions to apply to stoves, clocks, special sales, etc? You will find them in this article.

"CONDUCTING A COMMUNITY SALE"—Many requests have been received for details as to how Community Sales are conducted. Here is a good one and worth keeping for future reference.

"MAKING SALES DIRECT FROM DISPLAYS"—Western Hardware Co., South Edmonton, Alta., find it helpful to sell direct from displays to show that stock is moving. Some other good pointers too.

"SHOWING HARDWARE AT THE FALL FAIR"—The Fall Fair presents the hardware merchant with a good opportunity to display his wares before a large crowd. Some suggestions for arrangement of booths and selling talk at these Fairs is given along with a list of Fair dates throughout Canada.

"POINTERS FOR FALL STOVE SELLING"—Some merchants have found separate stove departments, service departments, etc. valuable in stove selling. Some interesting details concerning these are given in this article.

"CONDUCTING "A BUSINESS ENTERPRISE"—An article specially prepared to show the disastrous results from the abuse of credits under present conditions, and some suggestions for merchants facing credit problems.

"FARMERS BUY WHEN TOWNSPEOPLE DON'T"—Importance of the rural trade under present conditions, and methods of dealing with problems peculiar to this trade outlined in this article on Besner & Chasle, Valleyfield, Quebec.

"FEATURES OF 1921 PAINT TRADE"—Tables showing price movements of various materials entering into making of paint and varnish showing close comparison with period following Civil War.

"CONDUCTING A "SAVE THE SURFACE DEPARTMENT"—Showing how a Montreal firm conducts its paint trade as a "Save the Surface" Department, thus driving home the underlying idea of the use of paint. What advantages have resulted.

# Hardware Interests On The Outlook

Improvement Noted During Month of August Expected to Introduce Period of Gradual Return to Normal Trading—Pending Wage and Freight Reductions Expected to Help Basic Industries—Advise Cautious Buying, Frequently And in Small Quantities.

THE outlook for trade in various lines of hardware during the coming fall and winter months is dealt with briefly and in an interesting manner in the following interviews. Some interesting information concerning present conditions in various lines of industry is also outlined.

Dealing with the iron and steel trade in general, F. B. Leslie, sales manager A. C. Leslie & Co. Ltd., Montreal, stated that the slump in iron and steel business which came last year was probably one of the most unexpected changes which has ever come about in any industry although following, as it did, the drop in rubber and textile lines it should not have given the surprise it did.

"Right up to the time of the slump in September last" stated Mr.Leslie "it was generally admitted that there was a shortage of iron and steel products throughout the world, due partly to destruction during the war, and partly,to the fact that during the war years such a large precentage of iron and steel production went directly into war uses. Since last fall there has appeared a surplus of almost every line in iron and steel products, and unexpected tonnages have been offered by different Governments as surplus war stores. It would appear that the main cause of the slump in the iron business was largely due to the very high prices of finished material and this worked back directly and very largely to high wages and freight rates. As an illustration of the latter the freight alone on the raw material necessary to produce one ton of pig iron at Eastern Pennsylvania furnaces amounts to $14.00, a price at which pig iron itself has frequently been sold in that district and a profit shown to makers. At the present time such iron is being sold at around $20.00 per ton which means a decided loss to the producer. Until the high cost referred to can be brought down there cannot be much improvement in the steel business, but it is a satisfactory sign that considerable reductions on wages have been expected at iron and steel plants and will shortly also go into effect on railroads. It is only natural that in due time this will tend to reduce freight rates, and this will be one of the greatest helps in improving business.

### Some Improvement.

"During the past month some little improvement has been shown in buying, largely because dealers and consumers have absolutely cleaned out their stocks, and are forced to replace, but they are all only buying as little as possible. An increase in building production is also helping the business in many hardware lines and this should continue to improve, particularly as labor costs are reduced.

"One thing we must remember in Canada is that the slump did not start here as early as in the United States and naturally, we cannot expect such conditions to improve here until after a start has been made on the other side of the line.

"Recent reductions made in steel prices are not inducing new business, and production is probably not over 20 to 25 per cent. of capacity. This, however, would mean a larger percentage of pre war output as in Canada, as well as other countries, and the steel making capacity was largely increased for war purposes. It would appear that buying is likely to continue very light for the balance of the year, and further reductions in prices will not result in increased business as even where consumers might consider prices to be at the bottom they have either not the confidence or money to lay in a heavy stock.

"In hardware lines as well as all other commodities the public after buying heavily, even recklessly, while prices were advancing and at the peak, now refuse to consider any price as a bargain and are purchasing only necessities, and until these necessities become greater no large increase in business can be seen.

"Mostly all business men have been spoiled during the past few years by business coming their way too easily, and under present conditions the one who is willing to devote all his energies to his business and take advantage of opportunities will be the one to secure what trade there is to be had."

### Would Not Go Short of Stock.

Colonel Arthur F. Hatch, Canada Steel Goods Co. Ltd. Hamilton, Ont., stated to Hardware and Metal that if he was a buyer of hardware at the present time he would not go short of any staple article. "I believe that the prices for steel at present are almost at the bottom" said Colonel Hatch "and labor which is another important part of the cost of hardware is also. Manufacturers who are wise do not endeavour to seek the lowest priced man, but the most efficient man, and efficiency has to be paid for whenever it is required, and I have no doubt but that experienced manufacturers have secured efficient operators and are able at present to deliver better goods than formerly at much reduced prices than they have quoted since the period of liquidation commenced. Stocks of raw material are low; stocks of manufactured goods are low; general expenses due to taxes and other unforeseen charges will remain high, and it would not surprise me in the least if we are not about ready for an advance in prices instead of a reduction. So buyers should be very careful and not allow their shelves to become bare and expect good service or prompt deliveries. Articles made from steel as well as steel itself does not go out of fashion. The styles do not change and the moths do not destroy it, so wherein is the risk of keeping a sufficient supply of goods on hand ready to supply the demand for them? Surely a man will make more profit on goods which he can sell and deliver than he can by allowing the customer to seek his supplies elsewhere."

### Average Citizen Has More Money Than in 1914.

A wholesale hardware merchant who advises the merchant to buy cautiously, frequently and in small quantities is James G. Lewis, Vice-President Lewis Bros., Ltd., Montreal. Mr. Lewis hesitated to give an opinion regarding the outlook for Fall because of the indefiniteness surrounding any prediction of future conditions. "We have had many predictions of the so-called clever crowd covering the past year" said Mr. Lewis "and the views of most of them look a bit foolish to-day. Some of these gentlemen were formerly considered experts and good authorities, which all goes to show that it is impossible for most to "pick a winner."

"My advice to the retail hardware merchant is to continue to go slow, buy small and often; not to be foolish and refuse to buy anything, for he cannot do business without stock, and the merchant who has the goods will make a lot more (or lose less) by keeping his stock well assorted as compared with the other who won't buy anything. The average citizen to-day has a lot more money than he had in 1914, this notwithstanding the fact that there is an unpredecented number out of work."

### August Trade Shows Improvement.

Some idea of prevailing conditions in the hardware manufacturing industry, is gleaned from the statistics set forth in the following statement from a large hardware manufacturer in Western Ontario:—

"In general hardware lines,—trade has been 60 per cent. of normal up to July. During July it fell off to about 25 per cent —beginning August 1st, the sales have risen very rapidly.

"Prices have been reduced every time that raw material has

come down, but wages have not been reduced in the production of general hardware lines as yet because eatables are nearly as high as they were when they were at the peak. If those who sell eatables would follow the cut given them by the producers, manufacturers and farmers the common people would be able to live cheaper and consequently wages would be brought down, but wages cannot be brought down with the food sellers keeping their prices up, and when they say they are not keeping them up they are simply lying.

"The impression has been abroad that manufacturers do not reduce prices until they have used up all high priced raw material. In our business we are costing our material and selling it on the Pig Iron market of today, which is $20.00 per ton less than it was in January, and all other lines of metals are figured in the same ratio.

"From the orders coming in we find that the wholesalers are buying sparingly, i.e. in small quantities and we presume they expect further reductions but we do not expect hardware will be any lower for many many months and at all events not this year.

"We would strongly advise the retail trade to keep their stocks well sorted, as they need have no fear of the manufacturers making many further cuts, but they would be well advised to keep their stocks clean."

Evidence of considerable deflation in galvanized sheets in the past year, is given in the following statement made to Hardware and Metal by A. T. Enlow, President Dominion Sheet Metal Corporation Ltd., Hamilton, Ont.:—

"Ordinarily the present decline in iron would have reached its minimum and a buying movement would already have occurred but apparently in this instance such is not the case. Necessity apparently knows no law and any prediction as to what iron and steel products might do within the next three to six months, would have to be based on the extent of some sellers, necessity or the height of his folly.

**Big Deflation in Galvanized Sheets.**

"We do know however, that today Galvanized Sheets are selling wholesale at just half the price ruling one year ago, which certainly is more than a moderate amount of deflation and should stimulate the use of Galvanized Sheets very considerably.

"We have all along recommended that the jobbing trade depends to a very considerable extent on manufacturers' stock, whether it be galvanized sheets or other articles but this does not absolve the jobber from carrying a moderate amount sufficient to do spot business and we believe the same holds good for the immediate future.

"Labor which in the end is the biggest component of all products, has not yet taken its full portion of deflation through reduced wages but rather through reduced work and when the situation changes and the reverse is true, then conditions in manufacturing and general trade activities will certainly improve.

"It is just as true a maxim today that the business man who does not deflate, gets no business, as the proven fact that the workman who asks for old time high wages, gets no work, hence the importance of every one coming to a lower basis as rapidly as possible."

A manufacturer of enamelware, stoves, etc., states that manufacturers in this line feel they have done their full share to anticipate reduction of prices, in order to overcome this cause of the consumer deferring purchasing, and they feel the bottom has been reached. It is stated that these manufacturers feel they can confidently make an investment in the knowledge that no further reduction is likely to take place this year. Stocks in the hands of retailers are said to be light, which condition is expected to continue until purchasers become more confident.

**Ingot and Sheet Metals.**

Stating that ingot metals have reached a state of equilibrium, G. T. Pepall, M. & L. Samuel, Benjamin & Co., Toronto, points out some interesting factors concerning ingot and sheet metals. "We believe that Ingot metals have reached a state of equilibrium and do not anticipate any further radical decline in prices" said Mr. Pepall. "In regard to Sheet Metals, it is quite possible that the same conditions apply. At the present time the real citizen is the one who saves money, and in the case of the retailer, whole saler and manufacturer, here again business will be on a sound basis when all of these classes achieve and maintain liquid assets."

"The financial situation is complicated, and bids fair to remain complicated for some time to come,so that it behooves every one to strive to strengthen his own position."

**Take Stock on September 1.**

"If I were a retail merchant or jobber, I would, on the first day of September, take a very careful inventory of my stock and begin to place small orders immediately for such items as under normal conditions move regularly, and keep very close watch thereafter, increasing the size of my orders as conditions required" said L. H. Laythe, Sales Manager Butterfield & Co. Rock Island, Que. continuing

"I would be influenced in following out the plan outlined above by my belief, based on fundamental conditions and the law of supply and demand, that the present depression and so-called "Buyers Strike" is now at its lowest point and without question the pendulum must begin its upward swing by early Fall.

"Personal investigations and authentic reports place the stocks now in the hands of jobbers and dealers at the lowest point in a great many years, and many orders must be placed and filled before a large percentage will be in a position to handle even a moderate amount of trade if placed on a hurry basis.

"Furthermore I can see very little possibility of prices being reduced any further on anything made from Iron or Steel, and this is particularly true of small tools. As a matter of fact there is now a much greater likelihood of an increase on many items than of further reduction.

"Summing up the situation in the light of past and present events I can draw but one conclusion, early Fall will see the beginning of a gradual but never-the-less steady improvement in all industries, and the firm to first feel the welcome effect of restored confidence will be that one who is best prepared to meet the demand for goods as the upward swing of the pendulum gains momentum."

**Fall Painting.**

"Hardware dealers can greatly increase their Paint and Varnish department sales by boosting the Fall Painting idea," said Royal Cluxton, Manager, The Canada Paint Co., Limited, Montreal. "Fall painting is today as general in the U. S. A. and Europe as it is in the Spring and this is due largely to dealers and manufacturers concentrating all their Fall advertising on the advantages of Fall painting.

"In many localities aggressive merchants in Canada have already accomplished this through the medium of their local newspapers and by special circulars addressed to property owners.

"Fall painting has many distinct advantages such as:—

Ideal and even temperature.
Less rain and moisture than in Spring.
Freedom from knats and bugs.
Property protected against the severe storms of winter.

"Part of the successful "Save the Surface" Fall advertising will be devoted toward educating the property owners to the "Fall Painting & Varnishing" idea. Do your bit and run two or three ads in your local paper boosting Fall Painting and Varnishing and suggesting your particular Paint and Varnish as ideal for the purpose.

**Big Consumption of Paint Brushes.**

"In the several parts of the country I have visited and from the reports I get indicating similar conditions for the balance, one has but to look around them to see abundant evidence as to one phase of the market regarding brushes, namely, that consumption of paint brushes is going on to a degree not realized for many years said L. W. Simms, President T. S. Simms & Co., Ltd., St. John, N. B.

"To take a look at the other end of the marketing channel,that of production, another feature of strength is the fact that at best, the brush manufacturing involves such an exceptional degree of skilled hand labor that rapid increase in production was not possible during the long boom, in fact, money came too easily in

unskilled occupations to make it possible to obtain the employees in sufficient numbers to train, consequently, the stocks of brushes did not pile up as did most other commodities.

"That the dealers' stocks, with but few exceptions are decidedly low, is indicated by the fact that the average orders received are small, well assorted and with frequent repeats for the same lines, indicating a hand to mouth policy in the face of a fair demand.

"On August 1st, brushes took a decided drop in price—bristles being the chief contributing factor in the decline; the larger the brush the more marked the drop, owing to the larger percentage of bristles entering into the cost.

"A demand far in excess of capacity through the spring months met with materials bought at high prices, delayed downward revisions until the spring season closed, making brushes one of the few attractive lines on which serious losses, due to declines were not experienced.

"In making the recent revisions, it was felt that the interests of all would be best served by not only reflecting present material costs but in discounting the future in this regard as far as it could be reasonably forecasted and as a consequence present levels will in all probability be maintained throughout the coming season, that is, through another spring. In fact, bristles have been quoted at an appreciable advance recently over the low figure of a few weeks back. The elimination of Russian bristles from the market and the Chinese famine being important factors in a market that has not received sufficient supplies for a normal post war demand (which included Germany who has not yet come on the market to buy noticeably) for a long while.

"While manufacturers are experiencing the normal midsummer slump, the nature of orders being received as already indicated, the generally low stock and the increased consumption, all point to a good demand for the coming season."

**Stove Business in Healthy State.**

That the present condition of business is healthy and that things are headed for improvement, was the statement of W. R. Gibson, General Manager The Gurney Foundry Company, Toronto, to Hardware and Metal. Mr. Gibson pointed out that with manufacturers' stocks at a low ebb and the necessity for the consumer replenishing many lines becoming more acute, that the outlook is much better than if the opposite was the case as was experienced for some years.

Fall bookings of stoves have been light, many merchants following a cautious policy of buying only for actual requirements. Mr. Gibson pointed out that conditions are such that while people have the money to make purchases, they have adopted a more careful attitude as well and will buy only when absolutely necessary. Many people will no doubt wait "until their toes freeze" before purchasing a stove.

This line of business is partially dependent upon the extent of building activity and as there is little construction being entered upon at present the trade must look largely to replacement business. Mr. Gibson stated that there has been a good deal of repairing of old stoves in recent winters, but this cannot keep on indefinitely, sooner or later total replacement is necessary.

An important point which the trade is apt to overlook is the fact that the percentage of decline necessary to reach pre-war levels is not as great as the percentage of increase which was experienced on the up-grade. For instance an article which cost $1.00 in pre-war times and now costs $1.50 increased in value to the extent of 50 per cent., but it will only have to decline 33 1-3 per cent. in order to reach pre-war levels. In quoting percentage of declines to customers this point should be kept in mind as indicating the real extent to which prices have already receded.

# Hardware Trade Make Strong Protest

## Western Hardware Merchants In Convention Complain Of Loss In Handling Gasoline—Loses 2½ Gallons Per Bbl.—Director of Weights and Measures Suggest Trade Get Together on Subject—Oil Firms to Make Effort to Have Their Schedule Accepted by Weights and Measures Department.

**(Third Article of Series)**

WIDESPREAD interest has been created throughout Canada by the series of articles which is running in Hardware and Metal concerning the basis of handling gasoline, etc. In a recent communication to Hardware and Metal, H. T. Pizzey, Secretary Implement and Auto Trade Sections The Retail Merchants' Association of Saskatchewan, comments on the subject as follows:

"Having noticed in the July 9th and 16th issues of "Hardware and Metal" that you have devoted space to the present conditions appertaining to the sale of gasoline, we thought you would like to have a copy of the minutes of the Trade Section meeting held here during the Eighth Annual Convention of this Board in June, (appearing in recent issue).

"These throw some light on the way the Saskatchewan dealers look upon the matter.

"In your issue of July 16th we note that an argument dealer "generally charges 50 cents per gallon regardless of market price at the time," and such a statement would lead one to suppose that the dealer was able to amply protect himself against the loss which he at present suffers through the sale of gasoline under a different standard than that which he purchases it.

"This may be true to a certain extent at country points, but in the cities this certainly does not appertain.

"Perhaps one of the principle reasons why it does not, is because nearly every oil company will and is selling to individuals in small quantities, and while in most cases the prices charged to the consumer conforms with the general prices in the district, yet we know of instances where certain individuals purchase at exactly the same prices as the dealer does.

"A number of oil companies have of late been building their own supply stations, and of course, are handling their product themselves and naturally the prices which they sell at affect the prices which the dealer can obtain, and as they have no loss or wastage, such as he has, on account of buying by weight and having to sell by measure, there is no reason why their prices should be advanced to cover any fluctuations. Therefore, it can easily be understood that if they sell their product at 50 cents a gallon the dealer cannot expect to obtain more than that price from the consumer and if he attempts to do so he loses his customers eventually.

"We heartily agree with Hardware and Metal that the dealer might be able to protect himself in the way stated above in small centres, but in cities or larger centres, owing to the competition of the oil companies themselves, together with that among merchants, it is an absolute impossibility for him to extract sufficient from the consumer to cover the wastage which takes place under the present system of purchasing and retailing coal oil and gasoline."

Further criticism of the present basis of buying gasoline by weight and selling retail by measure, was made at the convention and this criticism from a large and representative group of hardware merchants and garagemen lends

support to the case which has been dealt with in two previous instalments of this series of articles on the subject in Hardware and Metal.

At this convention one member remarked that gasoline bought at noonday, for instance, when it was hot, shrank an abnormal amount when placed in a cellar tank, resulting in considerable loss. He had tested out eight barrels which he had bought by weight, to see when measuring it how much he lost per barrel, and he found that 2½ gallons was the least loss of any barrel.

One of the representatives asked if there were any practical way anyone could suggest to fill tanks except by measure.

"Is there anyone here who has bought oil and has actually measured it and complained to the oil companies and has received no satisfaction." One delegate said, "I have tested out at different times, and find it loses from three to four gallons on the hundred." He used a measuring stick to show how many gallons in his tank, and in the afternoon went to measure it again to see if his tank leaked, put his stick down, and it had gone down about one inch, due to shrinkage through difference in temperature, 24 degrees in tank, above it was 60 degrees. "The oil companies won't do anything on this weight question. This is a matter for the Government, get after them to have this matter fixed. Loss runs between 3 and 4 per cent."

**Measures it by Imperial Gallons.**

Another communication bearing on the subject has been received by Hardware and Metal from J. B. Taylor, hardware merchant of Camrose, Alberta, as follows:

"We have a tank delivery in Camrose and do not have much trouble in the way you mention, although we have had a few cases of this kind, and we always measure out the gasoline from the drums and make the oil company give us Imperial measure on it.

"If we understand the Weights and Measures Dominion Law, there is no such thing as selling gasoline by weight, and in one case we called the attention of the oil company to this. A credit note came back without any further argument so from that we took it that it was a case of where they will come through when it is put up to them in that way."

"I do not think that the law covers them on selling by weight and they use this means as a convenience only in the handling of gasoline. I can quite agree that there is not much profit in the handling of gasoline in drums, but it is one of the things that we have to keep for accommodation more than a money-making proposition.

"The reason for this is that the oil companies in the cities put in their own filling stations and sell at two cents over the wholesale price, and a farmer can always go to their warehouse and buy at wholesale by the barrel and in many cases in five gallon lots. In other words the oil companies want the retailers and the consumer's business both. They are not at all particular about protecting the retailer and it looks to me as though the time is not far distant when a lot of the retailers will discontinue the sale of gasoline unless the oil companies change their policy of doing business, and that is not at all likely."

This letter brings up the point as to the legality of the oil companies selling by weight. Upon being referred to the head of the Weights and Measures Inspection Service at Ottawa, the following communication on the subject has been received from E. O. Way, Director of Weights and Measures:

"The sale of gasoline by weight has been for some time a troublesome and difficult question and has received unremitting attention by this office. It is one, however, that transcends the simple issue of Weights and Measures and the limitations of the Weights and Measures Act.

"The latter states that the gallon shall be equal to 10 pounds of water. It does not say it shall be legal, neither does it say it shall not be legal, to sell liquids by weight. There is therefore nothing in the Act to control the action of the oil companies in computing a gallon of gasoline by weight and so long as the gallon is delivered this service can do nothing.

"But I am aware that the full gallon is frequently not delivered. Even so, this service can go no further than to prosecute for short measure. The cause of the short measure is no concern of this service, under the Act, unless it be delivered from a measuring machine.

"There are two main causes of interference in the weight method of sale-temperature and grade. If temperature is constant and the density of the gasoline is correctly taken, measurement by weight must be correct, correct weight being given.

"The Imperial Oil Company themselves have selected a temperature of 60 degrees Fahrenheit, if that is what they use. They have established their own density, weight and measure conversion tables, and I am unaware of any legislation under which such matters can be controlled by any Government service.

"I fail to see why the temperature of 35 degrees F., which you suggest, should not be agreed upon mutually between the garage and hardware trade and the oil companies, but even then there is the factor of density which is synonymous with the grade or quality of the gasoline and which again implies the establishing of some standard, a matter which has so far failed of solution.

"The issue is one involving intricate factors of science, very difficult to legislate and I certainly think the trade itself should make some effort to establish a basis of transaction, fair and just to both sides."

While the question is undoubtedly an intricate one, yet the urgency of some solution is evident from the continued complaints being made by merchants who buy gasoline by weight and sell by measure. The above letter points out that the Weights and Measures Department does not attempt to lay down any method for measuring a gallon, that so long as a gallon is delivered there can be no interference, but the Director of Weights and Measures agrees that oftentimes a gallon is not delivered. As no accepted weight for a gallon is established it would seem that the gallon must be a gallon according to Imperial measure. This would seem to bear out the experience of J. B. Taylor which has resulted in his having the contents of drums measured out and invoiced according to Imperial gallon measure. He claims to have received credit note for any shortage experienced by handling gasoline in this way.

The suggestion of the Director of Weights and Measures that the oil companies and the trade get together to decide on a definite average temperature might prove to be a partial solution of the problem and if a lower average was decided upon the trade would get greater volume of gasoline throughout the year, and probably ensure merchants against the loss at present experienced. This would not be as satisfactory as a definite basis of buying and selling on the same plan of measurement, but in view of the fact that the problem seems to be an intricate one, a simple plan is needed to protect the trade against the variations of temperatures.

In this connection some will recall the case held at Bashaw, Alberta, in which the Imperial Oil Company was prosecuted in connection with an alleged short weight of gasoline. In this case two barrels of gasoline invoiced as 90 gallons showed only 87 gallons when invoiced. The contention of the prosecution was that a gallon was a gallon regardless of its contents and that the Government did not have one law governing gasoline and another for other liquids. The defence of the oil companies was on the basis of the expansion and contraction of petroleum products. The Provincial Analyst gave testimony dealing with this phase of the question and the case was dropped.

The activities of the oil companies to have certain standards for selling gasoline by weight accepted by the Weights and Measures Department at Ottawa will be outlined in the next article of the series.

# Fluctuations in Manufactured Hardware

Interesting Price Table Shows Fluctuations of Prices on Thirty-six Staple Lines of Hardware From February 1913 to May 1921—Many of the Highest Prices Reached After the War.

THE table shown on this page gives a clear and concise idea how the prices of manufactured hardware have fluctuated since pre-war times. Thirty-six staple lines are dealt with and quotations are shown at various periods from February 1913 to May 1921. Tables have frequently appeared in Hardware and Metal showing this situation in Canadian figures, taking a certain index figure as a basis, but this table in actual prices is a little more clearly understood.

In order to incorporate these prices in a table of this kind it has been necessary to reduce lists and discounts to unit prices or unit quantity prices and in doing this it has had to be considered that the list prices on some items have been changed from time to time and the net prices shown are based upon the lists and discounts in effect on the dates given. The figures opposite the subject Wood Screws represent the discounts reduced to a unit percentage. The prices shown represent what would be recognized as a reasonable wholesale price allowed by the manufacturer to the wholesale merchant.

The lowest average prices throughout a scale dating from 1904 are to be found in the column under March, 1915. The highest prices are found distributed between July 1917 and December 1920. It is noteworthy that many of the highest prices were put into effect after the war had ended, during 1918-1919 and 1920 and the average prices shown as at September 1920—twenty-two months after the war had ended—are in most cases higher than reached during the war period.

One of the interesting articles dealt with is solid cotton braided sash cord which was priced at 17½ cents per lb. base in March 1915 and advanced to 84 cents in January 1920. Items marked indicate those on which base size was changed from ⅝" to ¾".

This table is compiled by Oliver Bros. Inc., New York and represents U. S. prices but it applies equally to Canada for Canadian prices have fluctuated largely in proportion with those of the U. S.

| Material | Unit | Feb. 1913 | Dec. 1913 | Dec. 1914 | March 1915 | Dec. 1915 | March 1916 | Dec. 1916 | July 1917 | Dec. 1917 | March 1918 | Nov. 1918 | April 1919 | July 1919 | Oct. 1919 | Jan. 1920 | April 1920 | Sept. 1920 | Dec. 1920 | Jan. 1921 | March 1921 | April 1921 | May 1921 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Steel Railroad Spikes, 9/16x5½ | 100 Lbs. | 1.50 | 1.50 | 1.35 | 1.35 | 2.10 | 2.60 | 3.40 | 5.50 | *3.90 | 3.90 | 3.90 | 3.35 | 3.35 | 3.35 | 3.60 | 5.00 | 5.00 | 3.65 | 3.65 | 3.65 | 3.30 | 3.30 |
| Track Bolts, Square Nut, ¾x3½ | 100 Lbs. | 2.35 | 2.15 | 1.80 | 1.70 | 2.65 | 3.40 | 4.75 | 7.00 | *4.90 | 4.90 | 4.90 | 4.35 | 4.35 | 4.90 | 5.50 | 5.50 | 7.50 | 5.50 | 5.25 | 5.25 | 4.50 | 4.50 |
| Crow Bars, 10 to 40 lbs. | 100 Lbs. | 2.00 | 1.90 | 1.80 | 1.65 | 2.15 | 3.00 | 4.00 | 5.50 | 6.50 | 6.50 | 7.50 | 5.50 | 6.00 | 6.00 | 6.25 | 7.25 | 7.25 | 7.25 | 6.50 | 6.50 | 6.50 | 6.50 |
| Heavy Hammers and Sledges, 5 lbs. and over | 100 Lbs. | 4.74 | 4.74 | 4.62 | 3.54 | 4.86 | 6.00 | 7.50 | 10.80 | 10.80 | 10.80 | 10.80 | 9.72 | 9.72 | 8.75 | 9.21 | 10.80 | 10.80 | 9.72 | 9.72 | 9.72 | 8.75 | 8.75 |
| Railroad Picks, 6 to 7 lbs. | Doz. | 3.38 | 3.43 | 2.31 | 1.67 | 3.00 | 3.38 | 4.86 | 7.29 | 7.29 | 8.10 | 9.00 | 8.10 | 7.29 | 7.29 | 7.69 | 8.55 | 8.55 | 7.69 | 7.69 | 7.69 | 7.69 | 6.75 |
| Machine Bolts, ⅝x4 | 100 Pcs. | 1.92 | 1.51 | 1.35 | 1.32 | 2.23 | 3.20 | 4.26 | 4.97 | *3.83 | 3.83 | 3.83 | 3.54 | 3.37 | 3.71 | 4.05 | 4.47 | 5.33 | 3.71 | 2.84 | 2.84 | 2.84 | 2.84 |
| Hot Pressed Nuts, Square, Blank, ½" | 100 Lbs. | 3.20 | 2.60 | 2.30 | 2.20 | 3.60 | 5.00 | 6.30 | 6.50 | *6.50 | 5.50 | 6.50 | 5.75 | 5.75 | 5.75 | 6.50 | 6.50 | 8.50 | 6.75 | 6.50 | 5.20 | 4.75 | 4.75 |
| Iron Turnbuckles, 1" with Stub Ends | 100 Pcs. | 28.51 | 27.80 | 25.94 | 26.34 | 30.50 | 35.44 | 45.56 | 57.20 | 61.60 | 57.20 | 57.20 | 54.34 | 54.34 | 54.34 | 61.60 | 70.40 | 70.40 | 54.44 | 54.44 | 54.44 | 54.44 | 54.44 |
| Spring Cotters, Steel, 5/16x1¾ | 1000 Pcs. | 0.44 | 0.44 | 0.41 | 0.41 | 0.40 | 0.58 | 0.72 | 0.96 | 1.02 | 1.02 | 1.02 | 0.87 | 0.78 | 0.78 | 0.78 | 1.02 | 1.16 | 0.91 | 0.91 | 0.91 | 0.82 | 0.82 |
| Small Black Rivets, ½x1¼, in Kegs | 100 Lbs. | 2.65 | 2.55 | 2.55 | 2.40 | 2.85 | 5.18 | 7.92 | 8.21 | 7.92 | 7.72 | 7.50 | 4.79 | 5.47 | 5.76 | 7.20 | 8.80 | 11.00 | 8.00 | 5.00 | 6.84 | 5.98 | 5.98 |
| American Cut Tacks, No. 4, Blued, in Bulk | 100 Lbs. | 6.18 | 5.30 | 5.22 | 4.96 | 7.05 | 8.81 | 11.60 | 16.26 | *15.10 | 15.10 | 15.10 | 14.35 | 14.30 | 14.30 | 17.15 | 17.15 | 18.15 | 15.40 | 14.75 | 14.75 | 14.00 | 14.00 |
| Wood Screws, Flat Head, Iron | Per cent off list | 0.926 | 0.926 | 0.94 | 0.9196 | 0.9332 | 0.856 | 0.82 | 0.784 | 0.784 | 0.82 | 0.784 | 0.838 | 0.838 | 0.838 | 0.82 | 0.784 | 0.784 | 0.784 | 0.80 | 0.8169 | 0.8169 | 0.8169 |
| Shovels, Plain Back, No. 2, 4th Grade | Doz. | 3.53 | 4.31 | 4.31 | 3.90 | 4.10 | 4.44 | 6.05 | 8.50 | 8.92 | 11.75 | 11.81 | 10.00 | 10.00 | 10.00 | 10.90 | 12.90 | 12.90 | 10.90 | 10.90 | 10.90 | 10.90 | 10.90 |
| Screw, Hook and Strap Hinges, 22" to 36" | 100 Lbs. | 2.40 | 2.30 | 2.00 | 2.00 | 2.50 | 3.00 | 4.00 | 5.00 | 5.00 | 5.00 | 5.25 | 5.00 | 4.75 | 4.75 | 4.75 | 5.50 | 5.50 | 5.50 | 5.25 | 5.25 | 4.75 | 4.75 |
| Ball Tip, Loose Pin, Steel Butts, 3½x3½ | Doz. Pr. | 0.64 | 0.64 | 0.58 | 0.61 | 0.74 | 0.97 | 1.32 | 1.75 | 1.75 | 1.75 | 1.75 | 1.75 | 1.60 | 1.90 | 2.20 | 2.20 | 2.30 | 2.30 | 2.00 | 2.00 | 1.70 | 1.70 |
| Wrought Brass Butts, 2" Narrow | Gross Pr. | 3.38 | 3.38 | 2.95 | 3.80 | 4.22 | 5.76 | 7.17 | 7.17 | 7.17 | 7.17 | 7.81 | 4.65 | 6.33 | 6.33 | 7.02 | 7.02 | 7.02 | 7.02 | 7.02 | 6.33 | 6.33 | 6.33 |
| Stillson Pattern Wrenches, Knife Handle, 10" | Doz. | 4.87 | 4.87 | 4.87 | 4.75 | 5.13 | 5.40 | 7.70 | 9.00 | 9.00 | 9.00 | 10.00 | 10.00 | 8.55 | 10.00 | 10.00 | 11.25 | 11.81 | 11.81 | 10.13 | 10.13 | 9.87 | 9.87 |
| Monkey Wrenches, Knife Handle, 10" | Doz. | 4.32 | 4.32 | 4.32 | 3.33 | 4.80 | 5.40 | 7.77 | 10.49 | 10.49 | 10.49 | 11.66 | 11.66 | 10.49 | 10.49 | 11.88 | 13.20 | 13.20 | 13.20 | 13.20 | 11.88 | 11.88 | 11.88 |
| Files, 10" Flat Bastard | Doz. | 1.13 | 1.13 | 1.13 | 1.13 | 1.13 | 1.20 | 1.89 | 2.09 | 2.09 | 2.09 | 2.73 | 2.46 | 2.46 | 2.39 | 2.39 | 2.73 | 2.93 | 2.66 | 2.66 | 2.27 | 2.27 | 2.27 |
| Carbon Twist Drills, ¼", Round Straight Shank | Doz. | 0.85 | 0.85 | 0.85 | 0.79 | 0.90 | 0.90 | 1.14 | 1.42 | 1.35 | 1.35 | 1.46 | 1.70 | 1.39 | 1.39 | 1.39 | 1.39 | 1.39 | 1.39 | 1.63 | 1.63 | 1.63 | 1.63 |
| Chisels, Plain Handle and Edge, 1 | Doz. | .... | 1.97 | 1.97 | 1.97 | 2.40 | 2.67 | 3.71 | 4.01 | 4.01 | 4.70 | 4.70 | 4.70 | 4.70 | 5.35 | 5.35 | 5.35 | 5.36 | 6.27 | 5.27 | 5.49 | 5.49 | 5.49 |
| Soldering Coppers, 4 lbs. and Heavier | Lb. | 0.22½ | 0.20½ | 0.20 | 0.19 | 0.23 | 0.35 | 0.41 | 0.42 | 0.36 | 0.35½ | 0.48 | 0.26 | 0.32 | 0.36½ | 0.29 | 0.31½ | 0.29½ | 0.25½ | 0.24 | 0.22½ | 0.21½ | 0.21 |
| Post-hole Diggers, Eureka Pattern | Doz. | 5.00 | 6.00 | 5.00 | 5.00 | 5.00 | 5.50 | 5.00 | 9.00 | 11.00 | 11.50 | 12.50 | 12.50 | 12.50 | 12.50 | 13.00 | 15.00 | 17.00 | 17.00 | 17.00 | 17.00 | 15.00 | 15.00 |
| Car Movers, Badger | Doz. | 25.58 | 24.00 | 25.00 | 25.00 | 25.00 | 25.00 | 27.50 | 27.50 | 30.00 | 31.50 | 36.00 | 33.00 | 33.00 | 34.80 | 34.80 | 48.00 | 48.00 | 48.00 | 48.00 | 48.00 | 48.00 | 48.00 |
| Sash Cord, Solid, Cotton Braided, Base | Lb. | 0.22½ | 0.22½ | 0.18 | 0.17½ | 0.20 | 0.20 | 0.27 | 0.34½ | 0.41 | 0.44 | 0.41 | 0.39 | 0.55 | 0.55 | 0.84 | 0.53 | 0.61½ | 0.36 | 0.26 | 0.28 | 0.25 | 0.28½ |
| Manila Rope, No. 1, Best Grade, Base | Lb. | 0.13¾ | 0.13 | 0.10¾ | 0.10¾ | 0.12¾ | 0.12¾ | 0.18 | 0.28½ | 0.31½ | 0.31 | 0.31† | 0.26 | 0.26 | 0.24 | 0.28 | 0.26½ | 0.26½ | 0.24 | 0.19 | 0.18 | 0.18 | 0.18 |
| Wire Rope, Cruc. Cast Steel, 6 Strand, 19 Wire, | 100 Ft. | 4.79 | 4.79 | 4.41 | 4.41 | 4.90 | 5.82 | 9.98 | 11.90 | *11.55 | 11.55 | 11.55 | 9.28 | 9.28 | 9.28 | 9.28 | 9.28 | 9.28 | 9.28 | 9.88 | 9.88 | 9.28 | 9.28 |
| Poultry Netting 2" Mesh, 19 Gauge Wire Galvanized After Woven | Roll of 500 Sq. Ft. | 2.08 | 1.97 | 1.88 | 1.69 | 2.93 | 3.29 | 3.47 | 3.47 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 | 4.13 |
| Wire Screen Cloth, 12 Mesh, Black | 100 Sq. Ft. | 1.05 | 1.10 | 0.90 | 0.90 | 1.20 | 1.25 | 1.60 | 1.75 | 1.85 | 1.85 | 1.85 | 1.80 | 1.90 | 1.80 | 2.05 | 2.05 | 2.05 | 2.25 | 2.25 | 2.25 | 2.25 | 2.25 |
| Galvanized Water Pails, 10 qt. | Gross | . | .. | 16.38 | 18.14 | 25.16 | 29.05 | 28.74 | 33.60 | 38.11 | 34.30 | 45.97 | 33.60 | 36.20 | 36.30 | 40.32 | 44.64 | 50.40 | 40.32 | 31.92 | 28.73 | 28.73 | 28.73 |
| Enameled Cast Iron Sinks, Flat Rim, 18x30 | Each | 1.80 | 1.80 | 1.80 | 1.80 | 1.80 | 2.20 | 2.57 | 3.35 | 3.70 | 3.70 | 4.45 | 3.70 | 3.70 | 4.51 | 4.55 | 5.00 | 5.00 | 5.20 | 5.20 | 4.80 | 4.09 | 4.09 |
| Finished Brass Compression Bibbs, Standard Pattern, For Iron Pipe | Doz. | 3.56 | 3.67 | 3.58 | 3.59 | 4.54 | 4.79 | 6.30 | 7.18 | 7.18 | 7.18 | 8.60 | 7.56 | 7.56 | 8.82 | 9.68 | 10.08 | 10.77 | 11.34 | 9.58 | 8.82 | 8.82 | 8.82 |
| Axes, Unhandled, First Quality Standard Grade, Single | Doz. | 6.00 | 5.75 | 4.20 | 3.50 | 3.80 | 5.75 | 8.50 | 11.50 | 11.50 | 13.50 | 13.50 | 14.50 | 14.50 | 14.50 | 14.50 | 15.50 | 16.00 | 15.50 | 13.00 | 13.00 | 15.00 | 12.00 |
| Plain Tin Wash Basins, 12¾" Stamped | Gross | . | .. | 6.03 | 6.03 | 6.68 | 7.03 | 10.44 | 10.44 | 10.44 | 10.44 | 10.44 | 13.88 | 16.02 | 17.16 | 17.16 | 17.16 | 17.16 | 17.16 | 15.45 | 13.45 | 14.68 | 14.68 |
| Circular Spring Balances, 30 lbs. x oz. | Each | . | ... | 5.40 | 6.00 | 6.00 | 7.00 | 7.00 | 7.50 | 7.50 | 7.50 | 8.00 | 8.00 | 8.00 | 9.00 | 9.00 | 9.00 | 9.00 | 9.00 | 9.00 | 9.00 | 9.00 | 9.00 |
| Lawnmowers, 14" Ball Bearing | Each | .... | .... | 2.90 | 2.90 | 3.20 | 3.20 | 3.60 | 3.60 | 3.85 | 4.60 | 5.00 | 5.00 | 5.00 | 5.00 | 5.50 | 6.00 | 7.50 | 7.50 | 7.50 | 7.50 | 7.50 | 7.50 |

*The price trend from 1913 to 1921 on thirty-six lines of staple hardware is clearly shown in this table. Lists and discounts have been reduced to unit prices in order to give a fair comparison. Lowest average prices from 1904 to 1921 are found under March 1915. Highest prices are between July 1917 and December 1920. September 1920 shows the peak of prices in many lines.*

# Modern Fixtures Attract New Customers

*After twenty years business in same city, F. W. Karn, Woodstock, Ont., finds new location and modern store equipment brings many new customers—Stimulation which offsets depression—Farmers and prices—much repairing being done where replacement will soon be necessary.*

*The New Store Front of F. W. Karn, Hardware Merchant, Woodstock, Ont. is attractive both by day and under artificial lighting. The stock is displayed to good advantage and the store entrance is made very inviting. To the splendid display facilities provided, Mr. Karn attributes much of the new business secured in the new location.*

TO secure considerable numbers of new customers at the present time, after having been located in the same city for twenty years or more has been the experience of Fred W. Karn, Woodstock, Ont., and this result is largely attributed to a recent change of location and the introduction of many new store fixtures to bring the appearance of this hardware business to a thoroughly modern basis.

Discussing the various factors concerned in the stimulation which has been given this business, witl Hardware and Metal, Mr. Karn stated it as his belief that even in a comparatively small city the question of location is an important one. No matter how small the busines section there are always certain parts of it which are most popular with shoppers due to the grouping of the more attractive or most frequented stores. To such a district as this the Karn store has been moved and already many new faces have been seen in the store. This, after the long sojourn which this merchant has had in but a fair sized city, is truly significant of the advantages of a betterment of location.

### New Store Equipment Helps.

Added to the factor of location must also be taken the fact that new store equipment has been added. A glance at the views shown in this article will readily show the splendid appointments found in this new store. The windows are arranged so as to give the most pleasing and forceful effect to the displays both in the daytime and at night. The windows are constructed gradually tapering toward the door and instead of a step, a gradual grade is given an attractive appearance with tile, in which the firm name appears. The background of the windows is finished in white enamel, giving any display a very clean appearance. It will be noted that the lights are hidden behind an edging at the top of the windows. The displays are always arranged with great care as Mr. Karn trusts largely to the window displays to pull business. Price tickets are used generously as will be noted and displays are generally changed twice weekly.

### Modern Fixtures in Interior.

In the store interior, the same effective and pleasing impression is conveyed by the use of the latest in store equipment. Here a series of glass fronted showcases will be seen displaying a sparkling stock of silverware and some sporting goods lines. On the top of these showcases is seen a portable lamp,one or two thermos bottles, a watch display, some alarm clocks and samples of one or two other lines which might serve as a reminder to some customer, of needs overlooked. The wrapping counters bearing samples of tools, are next in line, the various tools being arranged in special sections and all prominently price marked. The wall cases reveal samples of a complete stock of shelf hardware. The lower portion of certain sections of these cases consists of glass fronted cabinets in which are arranged displays of various tools

The balance of the wall cases is devoted to drawers to which are affixed samples of the stock they contain. Surplus stocks of lines most rapidly depleted are kept on the shelves at the top of the various sections.

**Showing Household Utensils.**

The wall cases on the opposite side of the store consist of a series of shelves on which various kitchen and household utensils are arranged. This is one of the most popular lines in the Karn store and a complete range of utensils in the various grades is kept so as to give the customer the wide selection often desired in buying this class of goods. One of the important display features of this store is the series of small tables which stand on the right of the centre aisle of the store. These tables are placed where they will leave plenty of room for customers being waited upon, yet handy so that to customers waiting their turn, the goods so displayed make a strong appeal. On these tables the lines requiring special attention are arranged, and they generally represent lines which have been given special attention in the advertisements and the window displays. Kitchen utensils, washing supplies, paints, oil stoves, etc. are so treated in the view shown herewith.

**Good Way to Combat Depression.**

Having made these changes since the temporary depression in trade has been felt, Mr. Karn is in a position to say that making such changes is a good way to offset the evil effects of such a period. His business has progressed very well during the past year and the added incentive to customers and the store salesmen, provided by the new location and equipment has helped greatly to keep things on an even keel and allowed progress to be shown. Of course there are definite reasons for such a condition; it is not altogether a question of sentiment though Mr. Karn believes townspeople like to see such signs of progressiveness on the part of their local merchants and a certain amount of support is bound to be forthcoming in this way.

**Better Display Increases Sales.**

However, one of the definite factors to which Mr. Karn can attribute the stimulation of trade in his new location is the improved display facilities made available. He finds that with the new fixtures many lines which were formerly out of sight or displayed to poor advantage have sold much more readily in the new store. The hardware trade now embraces such a wide range of lines that the average customer is in many cases ignorant of the fact that the hardware merchant carries certain lines, and unless there are well displayed in the store the merchant is apt to lose many sales.

**Farmers and Prices.**

The trade of this store is largely with farmers and in view of the fact that dairy and agricultural products have been greatly reduced in price, it is found that the farmer is objecting more strenuously than other classes to the continuation of comparatively high prices on certain hardware lines. Mr. Karn has found that his trade has exceptionally good memories when it comes to prices and while necessities are bought, many non-essential lines which would be purchased if prices were stable, are ignored. Particularly is this the case on certain lines which today are selling above the prices of a year ago when prices generally were considered to be at the peak.

While stable prices are likely to be established at lower levels than are now prevailing, Mr. Karn is of the opinion that pre-war prices on hardware generally will not return, as pre-war prices on certain lines were below what they should have been. On the other hand he is of the opinion that drastic reductions are needed on some lines. For instance, a farmer customer came into the Karn store to buy a small tool and found that he would have to pay $2.00 and up for the tool which consisted of less than a pound of metal. Knowing something of metal values this farmer figured that there was a big spread between the value of the material involved and the price asked for the tool. This difference may be due to high labor costs or high transportation costs, but whatever it is the farmer thought it was too much out of proportion to the prices he is forced to take for his products, and so he passed up the sale. Mr. Karn thinks that the frequent repetition of this incident indicates that there is much business to come once prices are stablilized at somewhere near fair levels. He has had similar experiences recently in the sale of screen doors. The farmer is asked $2.75 for the door which he purchased for $1.00 the last time he needed one, and so he buys some wire instead and decides to fix up the old one.

**Much Business to Come.**

"Repairs are constantly being made where the article should be entirely replaced, judging by the nature of the demands made upon us," said Mr. Karn in confirming his stand that soon much real business must be forthcoming. While hoping adjustments will be made along this line he prefers a gradual adjustment to a rapid decline which might bring hardship to many.

Generally speaking, Mr. Karn reports recent business to be in fairly good volume, trade in most seasonable lines being active. Lower prices have stimulated trade in certain lines.

In connection with the new premises occupied, a warehouse has been built on at the rear, which facilitates the handling of surplus stocks.

**Use Plenty of Illustrations.**

The Karn Hardware is a frequent advertiser in the local papers, Mr. Karn being a firm believer in the results of such publicity. Illustrations are used generously and good sized space is always used. Recently the frequency of the ads was

## The Salient Features

**There are a number of facts based on the experiences of F. W. Karn, Woodstock, Ont., which will be of interest to other merchants in connection with their merchandising problems. These are dealt with more in detail in the article herewith, but are summarized as follows for ready reference:—**

**(1) After 20 years of business in Woodstock many new customers are gained due to change of location and installation of modern store equipment.**

**(2) Local people appreciate improvement in appearance of their local stores and patronize the progressive merchant.**

**(3) Question of location is important even in comparatively small centres.**

**(4) Value of good displays proved by increased business in lines which formerly were poorly displayed due to handicaps of equipment.**

**(5) Window displays very effective when linked up with ads and arranged on tables for "specials" near the door and within easy reach of customers.**

**(6) Stimulating trade by such changes is a good way of combating the inertia of depressed period.**

**(7) Modern store fixtures an added incentive for salesmen to take more interest in their calling.**

**(8) Hardware now embraces such a wide range that if goods are not prominently shown many sales are likely to be lost.**

**(9) Farmer has to be handled carefully as he is anticipating price reductions on hardware in proportion to declines on his products.**

**(10) Large amount of repairing being done where articles should be replaced. Much potential business when prices become stable.**

**(11) Illustrations are very effective in advertising.**

**(12) Customers appreciate dealer passing on price reductions as soon as made by wholesalers or manufacturers.**

**(13) Special sales clear out stocks of lines reduced in price.**

**(14) Use prices generously in ads and displays.**

**(15) Unique display indicating preservative value of paint brings good returns.**

*The effectiveness of modern display fixtures is indicated by the appearance of the F. W. Karn store, Woodstock, Ont. The pleasing effect of the store exterior is carried out in the interior by the use of modern showcases, wall fixtures, etc., which show the stock to best advantage. Tables for specials extend the depth of the store on the right and ample shelving on the right wall is devoted to household goods.*

curtailed in order to allow of larger space being used without added cost. With larger space, still more illustrations can be used. A complete stock of electros of practically all hardware lines is kept available and no Karn ad would be complete without illustrations. The effect of both displays and ads is co-ordinated by both being devoted to the same line simultaneously. Lines figuring in current price reductions are always so featured and customers are found to appreciate this effort of the merchant to pass on any such advantage. These lines are advertised, displayed in the windows and then arranged on the tables for "specials" to which attention is drawn by the salesman. This enables the rapid reduction of stocks of such lines, Mr. Karn figuring that a reduced margin is better than no margin at all such as would result from keeping such goods in stock for weeks and months after such a decline.

The advertisements are generally laid out so as to give lots of room for the illustrations, prices are always quoted, and the ads appear at regular intervals so the public become acquainted with the time to look for them. Mr. Karn gives personal attention to the preparation of the ads, believing them to be one of the most important sales factors under his control.

**Unique Display Sells Paint.**

Some of the credit for active paint trade in this store undoubtedly goes to the fact that the preservative value of paint has always been thoroughly emphasized. To illustrate this point forcibly, one of the retail salesmen secured an old door which was seamed and showing many signs of age. The surface was removed and one half of one side of the door and a new finish put on by the use of ground color and a graining outfit. The comparison was too great for many who viewed it in the store window and having in mind many places at home where much improvement could be effected with little difficulty, numerous enquiries and sales resulted. This door is being kept for use again at some future date.

Mr. Karn states that farmers are quick to appreciate the preservative value of paint when it is so demonstrated and that having in mind the reductions which have taken place on paints, they have this year been ready buyers. The fact that the farmers' income has been somewhat curtailed of late has not resulted in any increased extension of credit. Washing machines, vacuum cleaners and other labor saving equipment is said to be increasing in popularity among farmers who have electric power. The hot weather of the past summer is reported to have been a great stimulant to business in labor saving equipment. This is important as it is realized that every article of this nature in use is a good advertisement to others.

# Novel Ideas to Help

FOLLOWING are a number of sales of fall lines during the novel suggestions for boosting coming fall and early winter season. In some cases these are suggestions which some progressive merchants have adopted to good advantage, in other cases they are based on suggestions offered by the editors and by authorities who have made a study of to-day's problems in the hardware trade. At least some of these ideas can be used by practically every hardware business to good advantage.

### ONCE--A-MONTH BARGAIN SALE

Merchants in one city have been putting on a once-a-month bargain sale. These sales are held on the second Monday of each month and all merchants co-operate with advertising by sending out a four-page sheet to 8,000 homes in the vicinity. Every dealer sells one article out of his line at cost and a censor committee is appointed to see that the article is actually as represented. These sales are said to have been a great success and the merchants consider the advertising has been the means of increasing their regular business.

### USES A PROSPECT CARD

A prospect card is used to good advantage by another hardware merchant. The salesmen fill in the cards, also the outside help including the men on delivery and those workmen engaged on repair or installation work. The card provides for the name, addresses and date and name of article for which the party is a prospect. The outside men bring in information re new buildings, about other repair work or installa-

FOLLOW UP PROSPECTS

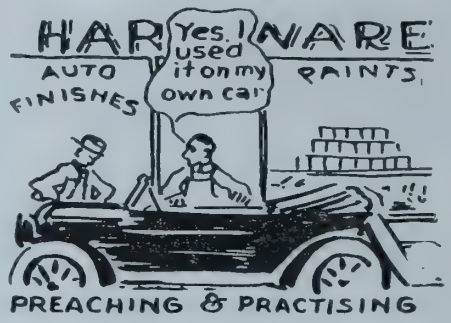
tions which might be made to good advantage, and these prospects are followed up by letters as well as personal calls. Lines this merchant has found to move well with such treatment are complete housefurnishing outfits, paints, stoves, and labor saving devices.

### PER CAPITA SALES

A good way to keep a line on the percentage of business being secured in the community is to arrive at a per capita sale basis. One hardware firm which follows this plan has figured out that their business last year amounted to approximately $125 per family or twenty-five dollars per capita. Knowing how much your annual sales are for each person in the territory is a good way of knowing whether you are getting as large a share of available business as you are entitled to.

### SELLING AUTO' FINISHES

In order to serve as a standing exhibit of the good results following from the application of auto' finishes by amateurs, one merchant had his own car completely repainted with auto' finishes and whenever it came to selling

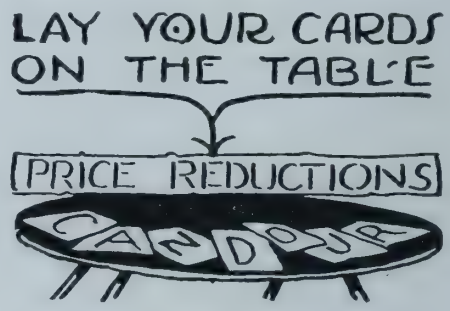



a prospect he would draw attention to th car standing at the door. On the tire cover the words "Painted with—auto' finish" were printed, and this constant advertisement brought considerable business.

### SECURING CUSTOMERS CONFIDENCE

A merchant who has had some difficulty maintaining the confidence of his customers in view of unstable price conditions, has adopted the plan of writing straight-forward advertising copy which lays all the cards on the table. A recent ad says:—

"Further declines seem to be coming a little slower than they have been for the past 30 or 40 days but as there has been a pretty stiff drop in a great many lines that are included in my stock, it is not unexpected that there would be a let up. In fact it looks




now as if this is the right time to supply yourself with all needed articles. I have put every decline into effect at once, as I have said I would, and you can depend on me to continue to do so just as fast as they are announced by the factories."

Another firm following the same plan announces in their advertisement each day the lines on which declines have been noted.

### KNOWING DETAILS OF OIL STOVES

A merchant once thought he knew everything to be known about oil stoves because he had read up the manufacturers' literature, but he found that in actual selling he had a great deal to learn about them. For instance one customer wanted to know how long it would take to boil coffee from cold water. Other such technical points were raised by people who had never used oil stoves and wanted to know how they compared in heating ability with gas stoves or ranges. The only way to answer these questions is for the merchant to use an oil stove himself, or at least to experiment with it. Demonstrations will often teach both him and his customers many points about stoves.

### KEEP THE KETTLE BOILING

With the chill weather of Fall one merchant finds a good way to sell oil stoves is to set a stove near the door with a kettle of water boiling. The steam from the kettle appears so unusual that it attracts attention and the true function of the article is at once apparent. Action is always good

in a display. An experiment made by this dealer recently was to tie the kettle with a cord or wire from the ceiling, leaving the kettle suspended about eight or ten inches from the stove. With the burner on full there will be sufficient heat developed to boil the water, and the innovation always draws attention.

### ANSWERING THE PROFITEERING ARGUMENT

Many types of customers these days have the habit of blaming high prices on the "profiteering middlemen." One merchant who frequently ran up against this argument, especially from farmers, who have suffered a considerable decrease in price of their products, has figured out that his profit amounts to less than five dollars a year for each customer, so he replies: "My store costs you less than five dollars a year.

# Stimulate Fall Trade

That is, my profit amounts to less than five dollars for each customer. Isn't it worth five dollars a year to you to have this store standing here in your community, carrying a stock of goods to supply your hardware needs?"

That question generally stops them, because few farmers will not admit that the convenience of a local hardware store is worth five dollars a year. Other hardware merchants might use this argument, first looking up their net profit and dividing it by the number of customers the store serves. This will give the yearly cost to the customer.

### SETTING A GOOD EXAMPLE

It is not uncommon to find a hardware dealer enthusiastic about some article which he does not use himself. In such cases the merchant cannot make as convincing an argument as if he proved that he was sold on the idea himself. In this connection it is realized that one of the best ways to sell door checks is to put one on your own door. It makes a good demonstrating model and gives positive proof that you are a believer in their use. One merchant who has proved the value of this

argument, went a step further and put a sign on the door reading: "Don't slam this door. It will close itself." This idea can also be extended to door locks and other lines.

Another merchant who has a good sale of door checks gets a local carpenter to install the checks at a fixed price, and prices are then quoted on the check installed. The difficulties of installation are found to be one of the chief obstacles to the sale of this line. There are also many other good arguments for the sale of door checks, such as protecting the glass, closing the door noiselessly, saving many steps, and allowing the door lock to be fastened back so the door only needs to be pushed.

### SPECIAL SATURDAY SALES

A new twist to the Saturday Sale idea was recently given by another hardware firm. This firm early in the week commences to fill a large corner window with articles that will be specially priced the following Saturday. These articles range in price from 25 cents to $5.00, and include both staples and novelties. Each article is marked with the price at which it will be sold on Saturday , so that every passer-by has an opportunity to look in and see if there is anything that he or she wants. Every house-

holder usually finds something that he needs. As a result these sales have brought in from $225 to $500 every Saturday, in addition to regular business.

### KEEPING THE ELECTROS

In order to maintain a good appearance in the advertisements it is necessary that the cuts be kept in as good condition as possible. The old plan of throwing all the cuts into a box is now being eliminated by those merchants who place a real value upon the appearance of their advertisements. A plan followed by a merchant is to secure an old spool thread cabinet, in which the cuts are arranged according to the subject treated. This makes the cuts easily available, and keeps them in good condition at all times.

TWO WAYS OF KEEPING CUTS

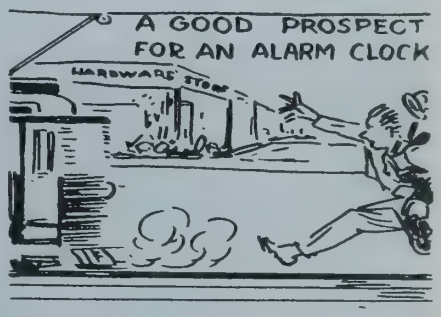
### GETTING THE HUNTER'S BUSINESS

A hardware firm located near the haunts of the hunters, in the Fall months distribute widely, red tags 3 x 4 inches, with a string through them across the end of which is the printed request to "Hang on Twig." The tag bears some suggestions for hunters, such as 1. Give game a square deal. 2 Be sure it's a buck. If you don't see his horns, she hasn't any. 3. Help enforce game laws. 4. Help prevent forest fires. 5. Leave a clean camp. 6. Be sure it's not a person you shoot at.

In the interests of preserving game and the forests, many experienced hunters will distribute these tags on their travels, for the guidance of "green" hunters. At the bottom of the card on each side, is the signature of the hardware firm and a line to the effect that they carry "sporting goods of every description."

### NOVEL REFUNDING IDEA

A Saskatchewan hardware firm is following the plan of refunding in cash, the amount purchased by any customer on a certain day of each month. Having followed the plan of allowing 10 per cent. discount for cash, the amount refunded will be less that amount already allowed. The day for which refund will be made in any month is announced at the beginning of the month following. This idea is said to have stimulated business to some extent, particularly in lines which can be bought at other stores as well as the hardware stores. People prefer to confine as many purchases as possible to the hardware store, to take advantage of the opportunity for a refund.




### SELLING ALARM CLOCKS

With the approach of Fall and the dark mornings, there is a good opportunity for a special sale of alarm clocks. One merchant recently filled his window with a large display of alarm clocks, giving the appearance of an immense stock. Across the window in big letters was a big sign reading "Promptness brings Promotion—One of these clocks will help you to get to the office on time." The newspaper ad. featuring the sale, was pasted on the window and the price was lettered on the window.

*Herewith are shown some floats of hardware merchants in connection with Danforth Ave. (Toronto) Gala Week. A neat arrangement of paints is shown on a truck, the demonstration of Prichard's Hardware. A model house newly painted, is the exhibit of Danforth Hardware. A number of household lines were displayed in the float of Ingram's Hardware which was accorded first prize in the contest. Three or four small girls dressed in yellow crepe paper were shown in this float demonstrating the various lines. The float of J. C. McFadden, is devoted to a showing of furnaces and other heating accessories. It has a number of novel features including a section of piping with registers and connected with the furnace.*

# Community Sale Helps

## Hardware Merchants of Danforth Avenue, Toronto, Prominent in Recent "Gala Week" Designed to Stimulate Local Interest in Buying And to Advertise Local Merchants.

GALA Week" was recently held by the merchants of Danforth Avenue, Toronto, the idea being to encourage buying in the district. The merchants on this three-mile stretch of business street, located on the outskirts of the city, have been affected to some extent by the too frequent tendency of local people to go down town to shop and the recent demonstration, which is only one of a number already held and others planned for the future, helped to achieve the object of demonstrating that buying could be done in the district to equally good advantage from the standpoint of prices and other advantages were enumerated.

Undoubtedly the conditions existing in this district are similar to those prevailing in sections of other cities and in towns located near to a large city. The steps taken by the merchants in connection with the Danforth Community Sale will therefore be of interest to other merchants planning means to combat this tendency.

Investigation proved the fact that many of the inhabitants of the Danforth district shopped downtown because of the habit which they had developed when living in closer to the down-town section. With the natural growth of the city they have moved to the outlying districts, but they find it hard to break away from the glamor of the down-town and the vivid bargain appeals of the "big stores." In other words, they have not been taught the advantages of giving support to local interests.

### The Problem to be Faced

At the present time steps are being taken to somewhat curtail purchases of Canadians of goods required to be brought in from abroad, in the interests of Canadian industry. The same problem on a smaller scale faces the district merchant in a large city or the town merchant located near the large city. The customers of both stores want to patronize the outside merchant, though their convenience is often served by the local store, which is deserving of their

# Local Merchants' Trade

Effective Publicity Done Long in Advance—Stores Arrange Special Window Displays and Demonstrations—Give Souvenirs on Parade—Tangible Evidence of Good Effects Resulting

whole support. Merchants have come to realize that there is no use be-moaning this tendency, that the only thing to do is to adopt means of overcoming it and educating their customers in the right direction. Hence the decision of the Danforth merchants to put on a demonstration of what local merchants could provide and the prices they could offer.

For the information of other merchants planning similar demonstrations, and judging from the enquiries recently received by Hardware and Metal, there are quite a number interested in the question of Community Sales, full details will be given herewith.

**Placing Responsibility**

The Business Men's Association, representing all branches of retail trade in the district held their meeting, and decided to hold the affair. Committees were subsequently formed to deal with the various branches of trade represented and a chairman of each committee appointed, his duty being to stir up as much enthusiasm among his branch of trade as possible. One of the first important steps was to make sure that no hawkers and peddlers would be allowed on the street to take advantage of the merchants' efforts at assembling a crowd. Another step which should be taken at this stage is to see that automobiles are kept off the street when the big parade is in progress, difficulty having been experienced in connection with demonstrations in question due to sight-seers' automobiles being allowed on the street. Protection in both of these matters can be secured from the local police department.

Other matters dealt with in the preliminary arrangements were to do certain advertising in the city newspapers and the local newspapers, this advertising being paid for by the association. Posters for stores and stickers to be applied to parcels were provided fully a week in advance, in order to be sure that everyone would know what was coming.

Arrangements were also made to have

*Some of the floats arranged by Danforth Ave. (Toronto) hardware merchants in connection with "Gala Week" as described herewith. On one of the trucks is arranged a complete bathroom outfit with two tradesmen whose duty it was to be working assembling and dissassembling the equipment while the parade progressed. A washing machine is shown on another truck with a sign "How to wear a smile on wash day" attached to the side. The trucks used by this firm are also shown as an example of the facilities for giving service. Oil and gas stoves are shown in another float with a chef in white whose duty it was to cook biscuits while on parade and distribute them among women onlookers. Another float is devoted to a display of garden accessories, The float of the Breeze Hardware which won second prize is also shown, demonstrating washing machines, gas stoves and lawn and garden requirements.*

*First Prize winning window display as arranged by hardware merchants in connection with the Gala Week demonstration held by Danforth retailers, Toronto. This window shows an arrangement of mechanics' and tradesmen's tools, automobile accessories, builders' hardware, thermos bottles, fans and other warm weather requirements. In company with other hardware merchants this firm report a considerable stimulation of business during and since the "week."*

banners strung across the street at various intervals, announcing the dates of the demonstration. Merchants were encouraged to give the affair all possible publicity, to arrange unique stunts to attract attention, and to do everything in their power to show the buying public why they should deal at local stores.

The Gala Week started on a Saturday evening and the street was fittingly decorated for the occasion. Special sales were in progress in most stores with windows dressed effectively. Community dances and other frolics were provided at various places on the street and in tents on vacant lots along the way.

### The Big Parade

On Tuesday evening the big parade of floats representing the retail stores, was held. This proved a very popular affair, there being a continuous procession for well over two miles long, some merchants having as many as three or four floats. Prizes had been provided for both the floats and the window displays, judges being selected from among the wholesalers and manufacturers trade and daily newspaper men.

With the idea of specially encouraging the hardware merchants, the convenor of the committee representing this trade, was instrumental in having some prizes donated by wholesalers and manufacturers for the best window displays and floats of hardware merchants, irrespective of the general parade.

The parade itself was assembled in three sections. The eastern group commenced the parade, moving toward the west, the centre group having been assembled on a side street, falling in behind the eastern group as it passed them and the western group falling in at the rear when the parade had passed the western extremity. The whole parade thereupon reversed and proceeded down the full length of the Avenue with all sections complete. The western and centre groups returned when the eastern extremity had been reached.

### Souvenirs on Parade

Marshals were appointed in charge of each group in the parade, with the officials of the association leading. The floats were gaily arranged to exhibit some particular phase of the trades represented, and a great deal of time and money was spent by some merchants in this manner. Souvenirs of all kinds were thrown to the crowds which lined the avenue as the parade proceeded. Bands were placed at intervals through the parade, and helped encourage the spirit which is so necessary in an affair of this kind. A crowd of people estimated at 25,000, from the district, assembled, and many expressed surprise at the wide range and quality of products which were available right near home. Vehicles in the parade are said to have numbered 1,200. The parade commenced at 7 p.m.

The whole avenue presented a brilliant kaleidoscopic effect, with brightly iluminated stores, flying flags, sidewalks crowded with summery-attired humanity, and the parade a colorful streak, winding through it all.

Moving pictures were taken of the parade by theatres located on the avenue, there were shown for some days after the parade was held and helped to preserve the good effects of the affair as well as to show it to those who were unable to view it originally.

From the standpoint of the hardware trade, much interest was taken in the event, windows being trimmed for the occasion, special demonstrations and contests being put on and much time spent on arranging attractive floats.

### Judging Windows and Floats

The duty of judging the floats and window displays for the hardware merchants was accorded the following: J. C. Edwards, Hardware Metal; J. F. Bingham of the Aikenhead Hardware Co., Toronto.

Continued on page 168.

# THE ELECTRICAL ERA

*This article not only offers suggestions for increasing the popularity of electrical appliances in the cities and larger towns but shows the importance of the merchant in the smaller centres and rural districts giving his share of attention to this line in view of the extensions of electrical energy being made to such districts.*

REPORTS from hardware merchants in various parts of the country, as secured by Hardware and Metal in recent months, point to the increasing popularity of electrical household goods. These lines require little introduction to city dwellers and those living in the larger towns, but the field of missionary work has now moved to embrace those of the smaller centres and the farming district, and it is noteworthy that the efforts of the merchants are being backed up in many instances by co-operative plans for extending electrical energy to such districts. Canada has almost unbounded resources for the production of electricity, and plans are under way for the harnessing of these resources. In this connection the early completion of the Chippawa power development plan at Niagara Falls, Ont. by which the available horsepower will be greatly increased in the province of Ontario, is interesting.

Work of extending electric power into rural districts has been provided for under a bonus scheme in the province of Ontario. It is understood the Hydro will insist upon having an average of at least three customers to the mile before constructing a transmission line on any particular side road. Farmers are said to be enthusiastic over the scheme, particularly the idea of employing the farmers themselves and their teams on construction operations.

**Developing Rural Districts.**

This development of rural sections of Ontario will no doubt greatly help the efforts of the merchants at popularizing electrical appliances, and similar action is contemplated in a number of other provinces. The merchant must therefore figure on the more intensive development of prospects in the rural districts in planning the future of his electrical trade. In this connection rural business in electrical goods, while embracing the lines required by city people, also embraces a number of other lines which can be used to advantage and special attention might be given to these.

According to the last figures available there are some 800,000 homes in Canada wired for electricity. This vast number of prospects for the various electrical appliances offers a huge field of potential business and the recent lack of new construction should not dampen the enthusiasm of the merchants when the possibilities are so great for the encouragement of new installations in these homes.

*Combining a window display of electric fixtures with fire grate accessories. This combination makes a seasonable appeal for the fall of the year when grate fires are required for a time until furnaces are lighted for the winter. Linking up the electrical display tends to make passers-by think of their electrical requirements with special regard to the fall and winter season. The long, dark evenings will soon be here and indoor activities are in the forefront. Now is the time to suggest electric lighting fixtures, heaters and other devices particularly seasonable.*

**Canada's Importance In Electrical World.**

Canada stands as the second nation of the world from the standpoint of power development, and while the increase in this development in Canada in 1920 was substantial, new installations and developments have not yet caught up with the ever-increasing demand for electrical energy. The total water-power installation of the Dominion at the commencement of 1920 was some 2,500,000 h.p. the ultimate capacity of undertakings, either completed during the year or under construction, will increase this total by some 840,000 h.p. This figure includes the 500,000 h.p. Chippawa development of the Ontario Hydro Electric Power Commission. Additional projects aggregating some 360,000 h.p., are also under consideration. Thus it is seen that the future development of electrical energy in many parts of Canada is being taken care of adequately, and in such a manner as to justify any extensive plans which the trade may have for the encouragement of the use of electrical appliances.

**Encourage Women Shoppers**

In order to be assured of a continuous demand for electrical goods, the woman shopper can be developed with good results. Some figures were recently completed which show the force of this argument. The figures showed that women do approximately 90 per cent. of the entire buying for the household. In more detail, women buy 87 per cent of raw and market foods, 96 per cent of dry goods, 48 per cent. of hardware and house-furnishings, and 48 per cent. of dry supplies.

Even 11.2 per cent. of men's clothing is bought by women without the aid of the prospective wearer. Against this, place the figures for electrical household appliance purchases. Not more than 10 per cent. of all electrical appliances sold are bought by women alone. The other 90% is bought either by husbands and wives together or by men alone.

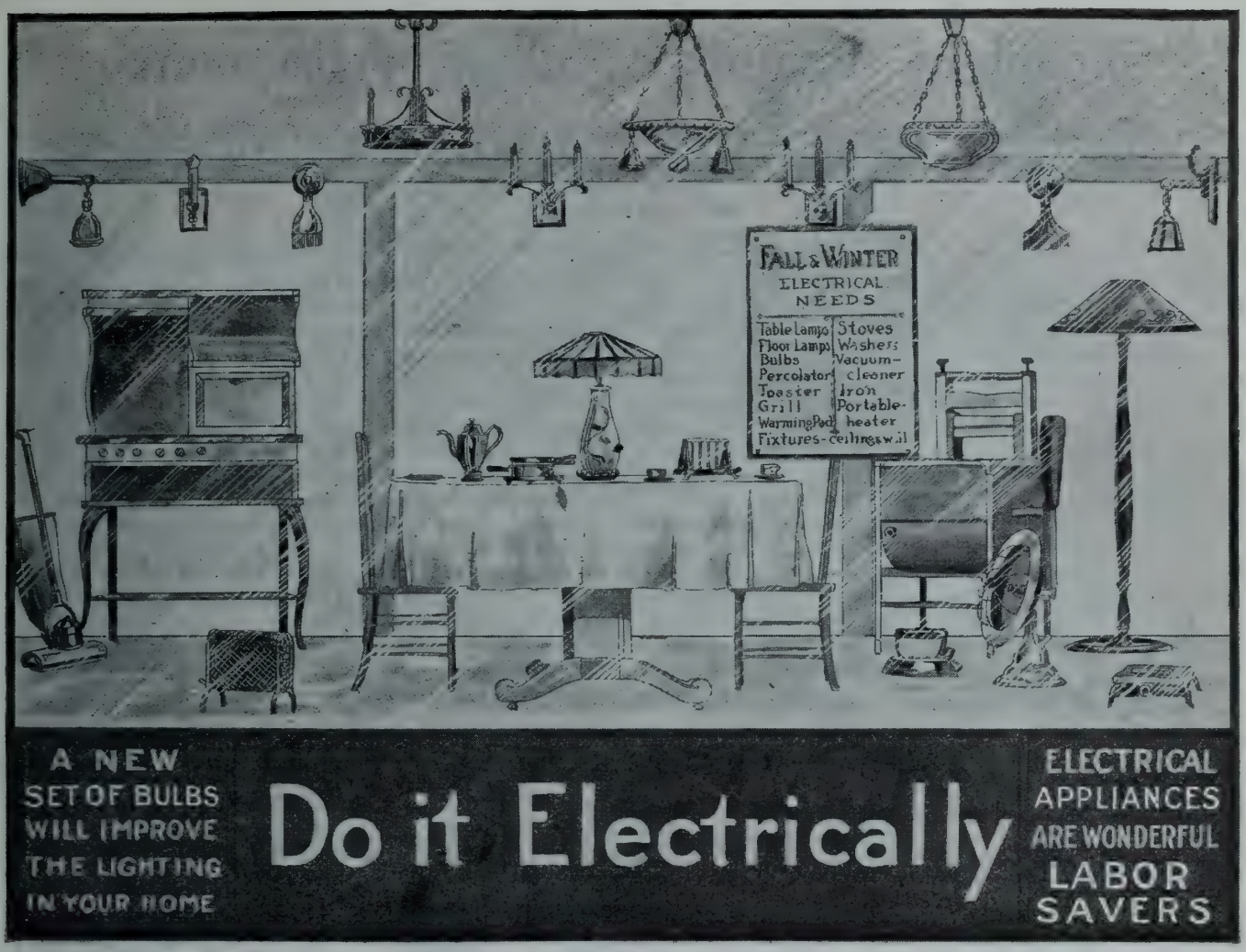
When women have the deciding voice in 90 per cent. of the household purchases and yet buy only 10 per cent. of the electrical household devices now sold, it stands to reason that the merchant is not getting his share of the husband's earnings in his electrical department. There is also a peculiar significance in the fact that while women purchase 48 per cent. of hardware yet they only purchase 10 per cent. of the electrical goods. These figures would seem to indicate the need for more intensive effort to develop women as shoppers of electrical goods.

**Some Good Pointers.**

One merchant who has developed neatly a 50 per cent. trade in electrical goods with women states that it is necessary to have the department spick and span, neat as a pin, well lighted and inviting in appearance, in order to attract women shoppers. Window displays should be frequently used with a distinct appeal to women shoppers, emphasizing some labor-saving quality or other feature of special interest to them. A recent display arranged by this store had the usual arrangement of toasters, percolators etc. in one section and the electric fixtures in the other, but instead of leaving it at that, a folding ironing board was shown right in the foreground. Here was something of special interest to women alone, a man would hardly appreciate the value of it, and the attention of women was attracted.

Speaking of the development of women shoppers, this merchant stated: "We think of women as our chief customers and so we plan everything in the department to please them. The only way to get women in the habit of coming into the electrical department is to make them think of it as a woman's department. Make it pretty, have pretty lamps and rugs and comfortable chairs. Then we carry some side lines which women want, such as the ironing board in the window. When they come to enquire about it they often take away an electric iron or other device. At any rate they have been in the department, looked around and found it attractive and gone away with the impression that it is a real women's department.

*This representative group of electrical goods advertisements by hardware merchants in various parts of the country indicate the wide range of such goods which can be featured and the strong appeal of economy, labor saving or decoration and utility combined which can be made. A fixture sale is announced by Ingram & Davey Ltd. St. Thomas, Ont., illustrating various lamps and fixtures. Electric ranges are advertised by McKelvey & Birch Ltd. Kingston, and E. J. Coles Co. Woodstock, each setting forth some of the advantages of cooking by electricity. Electric portable heaters, irons and other appliances are dealt with in the ads by The Manville Hardware Co. Prince Albert, and others.*




*Suggestion for an attractive display of electrical goods for Fall and early winter months. Many lines of electrical goods lend themselves admirably to effective arrangement at this time of year and one way of showing the various lines to advantage is to dress a table showing the toasters, grills, percolators, etc. in actual use. Showcards can be used drawing attention to the value of the various lines. This display might be alternated with one showing the washing machine, electric iron, vacuum cleaner, etc. in use.*

"Things that please women," continued this merchant "are the trifling services that mean no cost to the dealer, but give a flattering sense of importance to every visitor. Take the little service of wrapping and holding parcels. It costs the dealer nothing to hold a bundle in his store for a woman who wants to attend the "matinee" next door, but it means two visits to his store, two opportunities for her to look over the attractive display.

Another Canadian dealer worked out a plan to win the interest of boys of school age—and incidentally of their mothers—by holding a contest for the greatest number of gift appliances sold for him. He supplied the boys with pictures of the appliances, gave commissions on all sold, and an electric train to the winner. Naturally, the boys' mothers became as interested in the contest as the boys themselves and made many sales in the boys' behalf. Another dealer offered a prize to school children for the best composition on "Why do electrical gifts make the best presents?"

A very effective way to interest young mothers in electrical appliances is the following: a merchant has a full-page advertisement in a "Baby Book," which is published and sent to every new mother in town. On the first of each month the publisher of the "Baby Book" gets from the local health authorities a list of all babies born in the preceding month, with their parents' names and addresses, and then mails a copy of the book to each new mother with the compliments of the local firms shown on the advertising pages. This merchant receives a copy of the list from the publisher, and follows it up to the best advantage. Since no young mother would dream of throwing away a baby book, and in fact always has a warm spot in her heart for the local firms which gave it to her, she is in nine cases out of ten soon enrolled as a permanent customer.

A department store manager will tell you that one of the reasons for his success in getting women into the store is that the department store always has "something new" to draw women. One man ger explaining his success in dealing with the ultra trade, has this brief dictum, "Treat 'em as guests, not customers."

Both views are of interest to dealers in electrical goods, but, this vital fact must be remembered. Owing to its comparatively recent appearance, perhaps, women generally do not yet associate the electric dept. with their household concerns. Consequently, it is up to the dealer, in every phase of his business, to tie up with the things that interest women. And these things are, in the main, home and children.

## STEEL INGOT PRODUCTION LOWEST IN TWENTY YEARS.

Steel ingot production in the United States for July aggregated 803,376 tons. In June, production amounted to 1,003,406 tons, and in July of 1920 the total was 2,802,818 tons. Production for July was at an annual rate of about 11,448,000 tons, which is equal to just about 20.5 per cent. of the country's capacity.

Not for more than twenty years has production of ingots in the United States fallen below the rate of output reported last month. In 1899 total production aggregated 10,458,745 tons, while the lowest output of the present century was 13,529,676 tons in 1904.

Predictions are made in the trade that some improvement in output may be witnessed during the current month, as it is stated that both the independents and the U. S. Steel Corporation have increased operations to some extent since the beginning of August as a result of the slight increase in demand.

# To Help Write the Fall Advertisements

*Hardware Merchants Will Find Some Helpful Suggestions for Writing Ads of Fall and Early Winter Hardware Lines in Samples Given Herewith—Wide Range of Fall Goods Lends Admirably to Effective Treatment in Ads.*

SOME suggestions for the Fall and early winter advertising are contained in these illustrations of ads by a number of hardware merchants throughout Canada. A wide range of hardware lends itself admirably to treatment in ads at this time and with the generous use of illustrations and the linking up with current events or tendencies so as to make the advertising timely, good results should be secured. Under prevailing conditions the advertising should not be decreased, rather, in view of the fact that advertising is an important selling factor, it should be increased at present.

A brief review of these ads will be given herewith emphasizing the selection of lines offered and the helpful points in the copy.

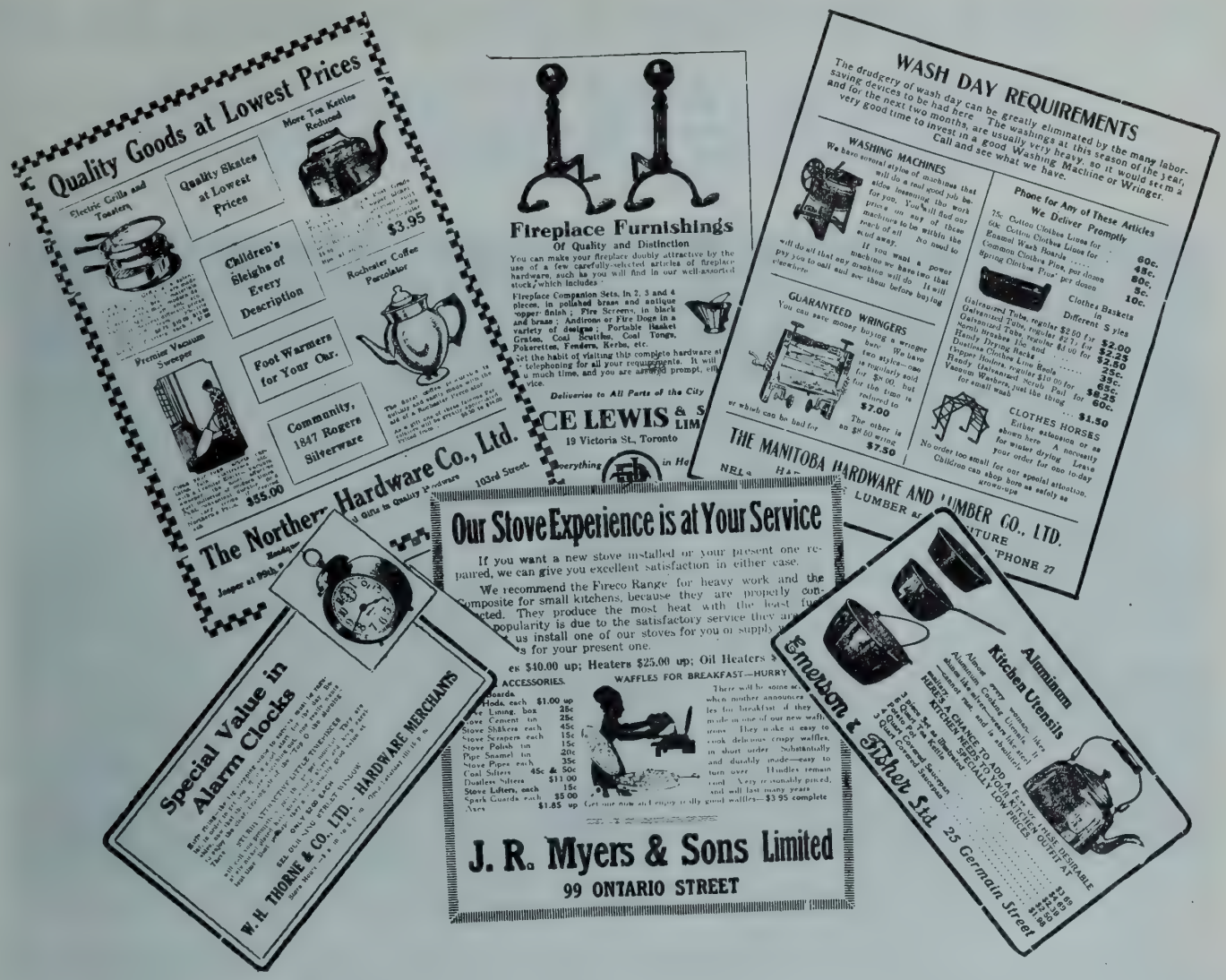
Electric appliances are of course popular for the Fall and winter months, this also includes portable heaters. Vacuum sweepers are also required at this season in view of the re-laying of carpets for the winter months and the general house-cleaning which takes place usually in September. Foot warmers for the automobile are also included among such electrical appliances. Frequently the household utensils need replacing at this season and so they may be treated as well. All these lines are illustrated and described in the ad by Northern Hardware Co. Ltd., Edmonton, Alta.

Alarm clocks are treated in an ad by W. H. Thorne & Co. Ltd., St. John, N.B. With an illustration it may be pointed out tha with the coming of the dark mornings, an alarm clock is a neces sity with many in order to rise at the right hour in the morning

**Fireplace Furnishings.**

With the return of grate fires in the cool evenings of the fall, it is time to advertise fireplace furnishings as shown in a sample ad in this group. This ad states "You can make your fireplace doubly attractive by the use of a few carefully-selected articles of fireplace hardware such as, fireplace companion sets, fire screens, andirons, portable basket grates, coal scuttles, coal tongs, pokerettes, fenders, kerbs etc.

Under the heading "Our stove experience is at your service" an ad by J. R. Myers & Sons Ltd., Stratford, Ont., states "If you want a new stove installed or your present one repaired we can give you excellent satisfaction. We recommend the ——range for heavy work and the ——for small kitchens, because they are properly constructed; produce the most heat with the least fuel. Their popularity is due to the satisfactory service they are giving Stove accessories required in the Fall, as mentioned in the ad include stove boards, coal hods, stove lining, stove cement, shakers, scrapers, polish, enamel, pipes, sifters, lifters, spark guards,




axes etc. Waffles irons are also suggested for the making of waffles for breakfast.

### Cool Weather Washing Requirements.

Wash day requirements can also be emphasized in the fall advertising from the standpoint that at this season of the year the heavy clothing, blankets, curtains etc. are replacing the light summer articles and the washing is made much more tedious as result. Hence the need for every possible mechanical help. The Manitoba Hardware and Lumber Co. Virden, Man., state in their ad "The drudgery of wash day can be greatly eliminated by the many labor-saving devices to be had here. The washings at this season of the year, and for the next few months are usually very heavy so it would seem a very good time to invest in a good washing machine or wringer."

Having in mind the fall replacement of many cooking utensils, the ad by Emerson & Fisher Ltd., St. John, N.B., is devoted to aluminum kitchen utensils. It states "Almost every woman likes aluminum cooking utensils. It shines like silver, wears like steel, cannot rust and is absolutely sanitary." Prices are then quoted on a number of the popular lines.

### Fall Sporting Goods.

Fall sporting goods lines also offer a wide range for advertising mention. Golfing, football, hunting are Fall sports and with the coming of the snow this range is much widened. Golf requirements are outlined in an ad in the group illustrated. It mentions a newly arrived set of golf clubs from some famous makers and invites readers to come and view the display and try the pleasant feel of the clubs. "There are putters, niblicks, midirons,mashies, driving irons, cleeks, jiggers, brassies, machie niblicks, spoons and drivers. As a matter of fact we have practically every style in all clubs required by the most particular players." Other golfing accessories mentioned include bags, balls, golfing hats, golf ball enamel, gripolin, shoe calks etc.

### Oil Stoves.

Oil stoves are also a popular line for early Fall in order to take the chill off the home in the cool evenings. An ad on this subject is entitled "Glowing, Grateful Heat—anywhere, anytime. Save your coal. You don't need the furnace or base-burner just yet; all that is required is to take the chill from the bedroom while you and the kiddies are getting ready for bed at nights and while you're dressing in the mornings. The easiest and most economical way is to use a ——oil heater."

A number of oil, gas and electric heaters are illustrated and described in the ad by Ingram & Davey Ltd., St. Thomas, Ont. Dealing with electric heaters it says "You enjoy an electric fan in hot weather and you will enjoy a portable heater in the fall and winter." A gas heater is suggested for the rapid heating of the bathroom living room or sitting room for the fall days.

"What is more cheerful than a glowing coal fire?" asks an ad by Ashdown's, Calgary, Alta. which illustrates fire screens, fire dogs, coal baskets, coal grates, fireplace sets etc. Prices are quoted on each line.

Seeking early fall repair business on furnaces, the ad by Turnbull & Cutcliffe Ltd. Brantford, Ont. says "Don't delay having your furnace put in proper working order early. It costs no more to have furnace work attended to now than when the cold season is on."

# Farmer buys when Townspeople Don't

Farming Trade Calls for a Big Demand of Practically All Lines in the Hardware Store—Tiller of the Soil is Most Consistent Buyer—Valleyfield, Quebec, Merchant Develops Big Business by Paying Special Attention to This Trade, and Has Found the Farmer Buys When Townspeople Curtail Their Purchases.

*Double-deck display windows are used by Besner & Chasle Hardware, Valleyfield, Quebec, in order to secure the maximum advantage from this means of publicity. This firm has some unique ideas concerning publicity not the least among which is the careful arrangement and frequent change of window displays. The gasoline pump is responsible for bringing much auto accessory business to this store.*

"YOU surely do not sell sugar?" asked Hardware and Metal of J. G. Chasle of Besner & Chasle, Valleyfield, Quebec on seeing a sack of sugar inside the front door of the above store.

"Well no," replied Mr. Chasle with a smile, "that belongs to a farmer who left it here this morning while he is out buying his other needs."

There were other piles of merchandise lined along the show case just inside the door, and while the majority were hardware purchases, other needs of the household were there, explained by Mr. Chasle as being bought by the farmers on their rounds between the grocery, dry goods and harness shops, being left in his store for the final call before leaving for home. Farmer buggies and wagons were calling as the afternoon was getting late and each was "loaded" by one of the salesmen, each having a parting good word for the country customer. Mr. Chasle also interrupted the conversation with Hardware and Metal by excusing himself while he bundled articles under his arm to take to the waiting rig outside.

"You apparently enjoy a good trade, among your farmer friends and customers."

"Take care of the farmer, he is a good fellow," said Mr. Chasle in reply.

They were customers indeed, this was evident from the number that passed through the front door during the afternoon, and while each and every one did not buy, they were certainly familiar with the store. They were also friends, manifest by the jovial remarks passed between customer and store proprietor. Oh! by the way! the conversations were in French mostly, but actions and smiles which are so closely related with the jovial French conversations, clearly demonstrated they were on intimate terms with each other.

Then came the story of how he and his partner, A. H. Besner, had started in their present stand twenty years ago. Each comparatively young men, they had received the advice from the head of one of Montreal's large jobbing houses to "be careful in your buying and by hard work and constant attention the selling end would take care of itself." They saw at once that a good business could be developed among the farming community around their town, and they immediately proceeded to cater to this class of trade.

**Farmer's Requirements have Extended.**

"It is wonderful how the needs of the farmer grow and extend, each year offers new articles that interest him, until today he is a customer for almost all our lines."

"Twenty years ago he bought the wood range, a set of harness, a crockery hand churn, milk pans and so forth, while today he is in the market for a furnace, power churns, oil stoves, automobile accessories, in fact almost everything the towns-people require, and his own added needs outside his home. Unfortunately he is still without electricity in some localities thus barring some of them from the use of electrical appliances that further the comforts of the home" continued Mr. Chasle.

"Perhaps we are fortunate in being located in a section of the country where the horse is still in vogue. There are a great many horse fanciers among us here and some very fine animals may be seen on the country roads. This is a stimulus to our harness sales, which we find are still very good, while in other parts the automobile has curtailed the harness trade."

**Big Auto Accessory Trade.**

"Yes, but you sell auto accessories?" asked Hardware and Metal, because a big gasoline pump is just at the front entrance.

"That is one of our biggest lines. Our sales are increasing each year." was the reply.

While the horse is still prominent, the farming customers are gradually increasing the number of motor cars around Valleyfield in common with most other towns and cities in the country. Added to this the tourist and holiday seeker trade constitutes a big demand for accessories, the town being in close proximity with the water where summer resorts are found. The greatest assistance to sales

of these are prominent and regular displays in the windows, the gasoline pump proving invaluable as an advertisement alone.

The same applies to fishing tackle and other sporting goods, letting the visitors know they carry a complete line by keeping them prominently displayed in season. The fisherman for bass and pickerel which are found in good quantity in the nearby small lake, usually comes each year for his annual sport and he knows that Besner & Chasle carry his needs.

**Stoves and Ranges are a Big Line.**

Stoves and Ranges are a big and profitable line with the above store, and here again is where the rural customer has proven himself a big buyer. Making the announcement that they will deliver and set up a stove within reasonable distance of their store, undoubtedly helps sales in Mr. Chasle's opinion, but other factors are more important in the selling of either a heating stove or range.

One of the chief being an early display both in windows and floor arrangement. In the months of August and September is when the real Fall campaign for greater stove sales commences, and even during the summer months it is well to keep them before the prospects eyes. But in the aforementioned months, the early shipments arrive and these are placed both in windows and in a prominent position on the store floor. In October and November the customer very often has made his choice earlier and the sale has already been made.

Another point is to be able to educate the customer on the use of the particular line handled. Having each salesman know all the working parts such as the adjusting of drafts for baking, or heating thoroughly, and if necessary when demonstrating its advantages over a competitive line, be able to almost take che stove apart and reassemble before the customer's eyes. More particularly the fire box. Remove front, back and end bricks and explain why this stove is built aetter for heating and cooking than the other one. In other words stoves are one of the most important lines where the boss tnd all salesmen should know the goods they are selling.

**Wire Fencing.**

Wire fencing and seeds are two lines that are shunned by some hardware dealers. The latter is hardly considered a hardware commodity by them, and to carry a complete assortment means much space occupied and much time devoted to the selling. Wire fencing has the objection of warehouse or yard space required and the heavy handling. Mr. Chasle ridicules any of the above objections to either line, considering them very closely related to each other as a farm requirement, and necessary for the store to stock that enjoys a farmer custom in a farming community.

When a farmer comes to town in the spring months one of his needs invariably is some kind of seed, and very often a trip with the wagon is necessary to take home a roll or more of fencing. We have supplied him his other requirements in staple hardware goods. Why not his seed or fencing?"

"A profit is made on either one, and if carried for no other reason they both help to hold the customer to our store."

"Do you get cash?" was asked. "Sales of either very often involve a considerable sum of money."

"No, I must confess we do not always get cash. But fortunately, in our twenty years of business, we have not lost five cents through a bad farmer account. We have not only found him a most consistent buyer, but he has always had the money to pay us at some season of the year," was the reply.

**Paint Requires Full Knowledge.**

The present year has returned a very satisfactory turnover in the paint department, an extraordinary number of prospects submitted on the early spring mailing lists developing into sales. When asked what other methods of "pushing" point sales was adopted, Mr. Chasle stated much of his advertising for this line

*Stoves and ranges are prominently shown in the Besner & Chasle Hardware, Valleyfield Quebec. The trade of this store is largely in the rural districts and the farmer has proved capable of much development along the line of buying high class ranges and heaters. Free delivery and set up within reasonable distance is one of the services offered in this department. Early display of these lines in the store and windows is advised by Mr. Chasle as a means of stimulating early interest.*

was left to the paint manufacturer whose line he carried. Circularizing the entire community with a very complete mailing list, he found the best procedure in commencing the spring campaign. Linking up with this, was the keeping of other literature and display cards in front of the customers' eyes practically all the year around. Paint and varnishes were found to require a good amount of attention to produce the best results but with the assistance of co-operation extended by paint manufacturers through supplying literature and cards and advertising in the local papers, this department was given the publicity necessary.

Here also was a line that required full knowledge of the different products. Salesmen were acquainted with all the information he could give them and were told to gain any other knowledge by reading and studying the uses to which each line was applicable. They were thus able to convey in turn to the customer the results of their interest taken.

### Selling the Urban Customers.

While the rural trade has been perhaps the biggest factor in the establishing of this Valleyfield store, the city folk are also found on their list of customers. The purchases of the townspeople are in many cases combined with those of the country to make a large turnover. Washing machines are one of the lines where more sales have been made in the city. To this is credited the assistance of demonstrations, particularly in recent years with the electric washers. In the week previous to the visit of Hardware and Metal such a demonstration was held and four direct sales were made, at the same time many prospects were secured. These were not let remain prospects, but were followed up very often by a letter or a personal call in due time, and very often the sale was concluded.

Oil stoves were another commodity that was featured with demonstrations. These being carried out generally twice during the summer season, once in the spring months and another in mid-summer and much the same results were attained.

### Six Methods of Advertising.

To have attained, and enjoy a hardware business such as is now enjoyed by this firm, surely some direct methods of advertising were used? Six different means were used to keep before the eyes of the public and in close touch with customers.

Circular letters, telephone directory, local papers, prize lists, display windows and store service. Advertising by circular letter meant a letter regarding any article or line sent to a prospective buyer, and some of the leading commodities applicable were stoves, furnaces, roofings, washing machines, fencing, auto tires and accessories, also including the mailing lists from the paint department. In most cases the letters were furnished by the makers of the article, but there were times when an appealing circular was written from the store and mailed to all on the lists, and very often followed by a stronger appeal to a worthy prospect.

The local paper conveys a general message each issue and features from time to time some seasonable line offered, while the rural telephone directory furnishes their name on different pages.

As has been stated, many fine horses may be found in this section, in fact prize livestock in general, finds a prominent place in the ambitions of the farmer. In Valleyfield and other neighbouring towns the animal stock show is held, and perhaps on a larger scale than in any other parts to-day. Liberal prizes are offered thus causing more interest to be taken. This offered a good opportunity to get in touch with the farmer, when the use of a page is made for the message wished to be given. To this end also a prize is usually devoted by the firm to a certain class, whether it be horses, cattle, pigs or sheep.

The last two, namely window displays and store service, Mr. Chasle believes the most important. To have a neat appearance of seasonable displays offering an invitation to enter, there to be met by prompt efficient service is undoubtedly the best advertisement that any merchant can place.

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Continued from page 180.

tomer can not get out of the store without buying.

Give your stoves the best place in the store where they can be seen from the outside, if possible. Always keep your nickeling bright and shiny, as there is an axiom in the stove business that next to a nicely trimmed hat there is nothing that induces the ladies to come into your store quicker than a well polished, clean looking stove.

Use every effort and take special pains to display your stove line to the best possible advantage. When they are simply lined up against one another on the floor of the store it is not always easy to move them about so that the customer can see the back and sides as well as the front.

Experience has proven that customers will not buy a stove unless they can see all around it.

The prevailing custom nowadays is to mount your stoves and ranges on trucks or platforms and this permits the stoves or ranges to be easily moved about.

### Demonstration Of a Stove Sale.

The first act is to get the customer's confidence, and get his mind in a receptive mood.

In most cases the prospective stove customer entering your store will give information about the purchase he has in mind, that can be turned to good account.

Avoid argument with your customer.

Refrain mentioning the names of any other stoves or competitors.

Talk your own stove, keeping in mind, of course, the other fellow, and the strong and weak points of his stove, and make your own points stronger. If you know the points that your competitor makes on his stove, dwell on these points, and show the competitive features of your stove to be more desirable.

Your stove may not embrace all the desirable points, therefore, you must be able to advance a strong argument on your good points, which will more than offset some desirable features that your competitor's stove may have.

Talk quality and dwell on the fact that your stove is of a superior make, and that the manufacturer stands behind you in every guarantee. But be careful to say nothing but what your stove will bear you out in.

Throughout your demonstration weave in positive suggestions on every good feature and so put as to draw forth the assent of your customers.

To illustrate: After making a good point regarding the large roomy oven, for instance, say something like this:

"You agree with me in that, do you not?"

"That's mighty convenient, isn't it, Mr. Brown?"

"You see how handy that is, Mr. Brown?"

"Ins't this simple?" etc., etc.

Talk like you meant business, and let these questions be put in a very natural and confident tone. Don't expect the customer to acquiesce to every query audibly. He will usually nod assent. Keep right on talking and proceed at once with your next feature.

Throughout your demonstration carry the idea that the customer came to buy a stove then and there, that he is buying, and that your demonstration and explanation is being woven in as a part of the sale. In other words, get your man agreeing with you point by point—admitting the convenience and construction of your exclusive features.

The real test of salesmanship comes right in the finish. Feel sure in your mind that your man will buy at the proper time, and feel that way from the very moment you begin showing up the stove he is interested in, but in the event of your customer hanging back, be prepared with your reserve talk. Jump right into the breach. Prove your ability to sell stoves.

If you have a good line and know its many points, you can do it, and later on your customer will thank you for having been a bit persistent.

### Selling Ideas.

Selling ideas are important, but ideas alone in many instances are not enough. For an idea without the right plan and capacity to carry it through to success might easily do a merchant more harm than good.

Selling plans, if they are good, are capable of, and do produce excellent and profitable results, and when they are also supported by trained specialists they not only produce profitable stove sales more surely, but they produce more of them, and which, after all, is just what you want and what we all want. The trouble is that a great many merchants regard their selling plans only as a means for bringing immediate business. That is and should be one of its chief functions, of course, but hardly the most important.

A practical, carefully thought out selling plan is largely educational, affecting future sales far more than it influences immediate business, so when the process of education stops, the influence lags. The stone that has begun to develop into a big thing begins to roll back down the hill, and is lost or crumbled into dust.

Here are some practical selling ideas that have been applied to stoves and ranges, and while not exactly new or original, the results have proven so satisfactory that the details are given in full, hoping that others may get some good out of them.

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## NEW ALUMINUM PROCESS

Henry Ford is said to be planning to make aluminum in his River Rouge plant in Detroit, by a new chemical process, which it is said will almost revolutionize the motor car and metal industry.

Engineers of the Ford Company are said to have been working for weeks on a scheme to manufacture the metal from common clay, which is found in large quantities near the blast furnaces, and it is claimed the aluminum can be produced at a cost of five to seven cents a pound against the present cost of about 21 cents. The new process does not involve the use either of bauxite or high electrical energy, it is claimed.

# For the Man Behind the Counter

## Ottawa Salesmen Organize for Improvement

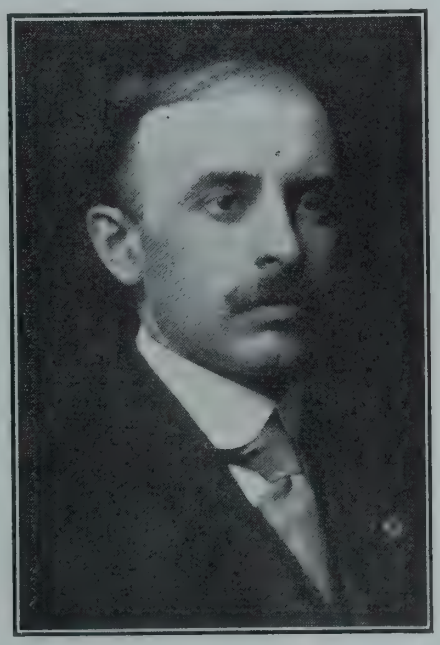
### Vice-President Richards Addresses Ottawa Retail Clerks' Association on Four Cardinal Points in Retail Salesmanship—Many Valuable Hints on Securing Customer's Attention and Interest—Encouraging Desire to Possess in Customers.

THE retail clerks of the city of Ottawa are holding a series of meetings at which talks on salesmanship are being featured. It is their belief that effective salesmanship is largely the key to the present situation; moreover, they believe that employers are willing to fully recompense them for superior salesmanship. At a recent meeting of their association, which is a branch of the International Protective Association, Vice president J. Emile Richard gave the following address which will be of interest to every salesperson:—

"As you all know," said Mr. Richard, "one of the purposes of this association is to provide a means of increasing efficiency among retail clerks; and, therefore, when a clerk joins us, it signifies that we get a new fellow-member who has a desire to take advantage of these opportunities. I have the intention tonight to show these new members, that the association is not receiving them under false pretences.

"I wish to point out a few reasons why we need to increase our efficiency every day. Many of us are more or less experienced, according to the number of years spent at the service of the customers; yet, we all have to agree that there is always something new to learn from every sale we make or lose; we all have to agree that there are things we must say or do in some cases, which we must omit or differentiate at some other occasions. Still, there are invariable rules, which we must follow in each case, to effect a sale. If we have no knowledge of these rules, we cannot really be efficient to pilot the big 'salesmanship' towards and land at the port at which we aim. There are indifferent clerks who are satisfied to paddle tiny canoes any old way all their life, and get poor pay for doing it; but there are many more real salespersons, who are gradually acquiring the ability of piloting big steamers into 'Port Success,' and get increasing pay for doing it; there's the difference, and that's why we find it profitable to study and increase our efficiency as salespersons. Let me remind you of the statement a prominent businessman recently made in this hall, which was that: 'No employer hesitates in paying high wages to clerks who are showing a desire to get ahead and increase their efficiency,' and we all have to agree that this is no false statement.

"We all have to agree, that there is no other profession requiring more tact, talent, ingenuity, knowledge, etc., including an insight into human nature, than salesmanship. The less experienced clerks must realize that they need genuine perseverance in improving their efficiency. With perseverance, any ambitious salesperson can succeed in arriving at a fair degree of perfection,



*J. EMILE RICHARD.*
*Vice-president of the Ottawa Retail Clerks' Association, whose address on Salesmanship to the Retail Clerks of the Capital appears on this page.*

providing they acquire proper knowledge and make use of it.

"But if we wish to succeed in doing that, we must not let indifference grow in the garden of our individual ambition. No store employee can pose as a person knowing it all, and sneer at the truth that, to attain success, a man or woman must always cultivate a desire to observe and learn from self-experience and those of others. It is to deceive one's self and nobody else, to sneer at that fact.

"Now each member of this association has had experiences differing from those of his or her fellow-clerks, and I'd like to remind you that, while keeping an open mind to welcome the ideas of others, this member is expected to unselfishly relate what he has observed, for the benefit and help of his fellow-members. By such an exchange of experiences and ideas, we shall continue to improve our efficiency as salespeople; and time will soon come, when our organization will morally be known as The Salespeople's Improvement Association'.

"Some time ago, our devoted president kindly requested me to address this meeting, on a topic of salesmanship. I accepted with pleasure to try, and now, being through with my remarks, I beg of you to allow me a few more minutes of your kind attention. I have prepared an unpretentious stunt to give you a better illustration of the different elements of making a sale, and how they work together. I trust that this little stunt will be beneficial to every one of us, whether we are experienced or just beginners in the art of selling goods."

Mr. Richard then explained that he would use four pans of sizes to fit into each other and bearing the inscription of each division of a sale. In each pan he would drop a few cards representing the different elements required in each case. Then when all the cards were used and explained, he would fit the pans together, to illustrate the close of the sale.

But before performing this, he thought well to remind the meeting, that there were two foremost necessities to succeed in effecting a sale. They were: First, an ambitious salesperson. Without ambition, anyway, a clerk could never become a successful salesperson. Second: The salesperson's personality. Here, Mr. Richard ably described alertness, affability, foresight, knowledge, cool-mindedness and self-control, as few of the main attributes of personality, which invariably were contributing to help a salesperson to attract the confidence of a buyer.

"Now," resumed Mr. Richard, "the natural divisions of each sale comprise four different stages or conditions; they are:

1—The **Attention** of the customer.
2—The **Interest** on the part of the customer.
3—The **Desire** created to possess the goods.
4—The full **Conviction** of the customer, and the closing of the sale.

"These four conditions must gradually follow each other by the rules of logic; we cannot get **Interest** without, at first, securing **Attention**; any more than I can fit this large pan, representing **Attention** into this smaller one, representing **Interest**, and so on. If we fail to secure **Attention** properly, we can usually expect the customer simply to say: "I'm just looking around, thank you.' When a clerk doesn't know enough to prevent a customer from evading that way, it is time he should study how to secure **Attention**.

"Again, each of these four conditions

or stages, requires more or less elements. The first one needs the most, because it supplies the foundations to the three others, as you can realize.

"Before we can **Sell** goods to a customer, we must then: –

Secure the attention of customer by—

1—Our personal appearance, comprising

(a)—Outside accessories: Neatness, cleanliness, appropriate dress, hair, hands, boots.

(b)—Our personal attributes, comprising: Facial expression, pleasant and tranquil, head up and alert, suggesting confidence and energy.

2—By our manner of approach, thus—

(a)—Any bodily motion showing attentive, listening attitude, whether walking toward customer or standing still,—depending on circumstances.

(b)—By a cordial smile.

(c)—By speaking if necessary, but unpretentiously.

3—By our power of speech, comprising:

(a)—The tone of voice: quiet, clear and animated.

(b)—The language: grammar, extensive range of words; knowledge of different meaning of words. Using the pronoun "We" rather than "I" as much as possible.

4—By our presentation, thus:

(a)—We make it not too strong, and we:

(b)—Go back if necessary; then we:

(c)—Show the purpose and the quality merit of our goods, and:

(d)—Tell why our customer should have it; but:

(e)—We don't emphasize the price yet if possible; but:

5—We try to arouse customer's **Interest** by:

(a)—A real appeal to emotions, that is: By showing how pleased and satisfied customer will be by securing the goods; or, if we know how to use tact:

(b)—In cases of outside wearing apparel or goods to be made up into dresses, etc., by suggesting how friends will congratulate customer's good taste, Then we:

(c)—Appeal to reason: That is why we feel assured the customer ought to buy at the price we then state and emphasize. This leads to:

6—Create a **Desire** to have the goods, by:

(a)—Our sincere, but not exaggeraged enthusiasm, by:

(b)—Our concentrated interest, by

(c)—Our sympathetic attitude. And if we follow these rules, we win the customer's:

7—**Conviction** to buy the goods, and we close the sale, just as easily as I have fitted these four plans together

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Continued from Page 172

It is a simple matter at this point to prepare a financial statement, as has been outlined, which will give the true financial condition of the merchant.

We will now consider the third section—the

**Income**

Just as with the assets and liabilities, accounts should be opened in which will be recorded the transactions arising ont of the operation of the business.

**Profit on Sales**
**(Account No. 20.)**

The profit on sales can be easily determined by consulting the inventory, if the goods were inventoried; if purchased since inventory taking, then by consulting the bills. The difference between the price paid and what it is sold for, is the profit on the sale. This profit is credited to this account by entering the sum on the right side, and placing it in the income section. If the business is such that the items are too numerous—and it is possible to take an inventory frequently—then the profit on sales is determined as follows:

| | |
|---|---|
| Stock on hand beginning of period | $ |
| Add stock purchased during period | $ |
| Total | $ |
| Deduct inventory end of period | $ |
| Difference is cost of goods sold | $ |
| Sales during period | $ |
| Deduct cost of goods sold, as above | $ |
| Difference is profit on sales | $ |

**Profit on Contracts**

**(Account No. 21.)**

Where a contracting business is carried on, the profit on the contract—which is the difference between the cost of the operation (whether in material, labor or other expenses) and the price charged the customer—is credited on the ledger sheet on the right-hand side, and placed under this income section.

**Interest on Bank Balances**
**(Account No. 22.)**

This is the amount which your bank allows for average cash balances. It is placed on a ledger sheet—it is credited on the right-hand side under this section, from your cheque book.

**Discount on Merchandise Purchased**

**(Account No. 23.)**

This item is self-explanatory. Rarely does a merchant who discounts his bills find his way into financial trouble. The bills discounted are carefully noted in the cheque book and the amount of discount is credited on the right-hand side of the ledger sheet, and filed in this classification.

**Items of Income Not Classified**
**(Account No. 24.)**

All income that the business may produce which could not properly be placed in the other income classifications, should be entered in this section on the right-hand, or credit, side of the ledger sheet.

We are now up to the fourth and last section in the books of entry or ledger known as the

(To be concluded)

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**THE GOOD WILL OF YOUR CLERK.**

(By a large employer of retail salesmen.)

Clerks have one sure way of showing the goodwill they bear towards you and your store—the way they deal with the customer.

Stand off at the end of the counter some day and watch one of your men sell. You can tell, instantly, if he is interested in his work, interested in the customer's needs—and posted on the goods he's trying to sell.

You can tell by his very attitude whether he thinks he is working for a good man, who runs a good store under the right sort of fair-dealing policy. You can tell by the way he talks the goods whether he believes in their value.

Is he enthusiastic, polite, attentive?

Does he sell just as carefully as if it were his store?

It won't take you long to tell whether that clerk really does like his job.

If you have educated him up to your store politics, if you have enthused him over the service and values you have to offer, he will show it in a hundred little ways. Goodwill by the clerk is easily spotted.

But if you have neglected his store education—if you have failed to sell him on the idea that yours is not a one-man business—if you have failed to prove to him that you appreciate intelligence, you can quickly tell this in his listless work.

It's a store crime for any man to try and run along in a 50 per cent. way. The hundred percenters in the hardware business have instilled enthusiasm in their men—backed it by personal interest in each clerk, and have watched sales grow as a result.

You've always got to allow for "the human equation"—and mistakes will be made in the best of store families. So watch your clerks, correct their errors in the right way, elevate their ideas of right selling and service—and you'll arrive at a stage of store efficiency you might not have thought possible.

The goodwill of the clerk is as important as the goodwill of the customer. One builds the other.

When the "boss" and his clerks team-work together, enthusiastically and intelligently, customers are rarely slighted.

And that in turn means you can feel absolutely sure of Mrs. Best Customer getting just as good treatment from each one of your clerks as she would if you waited upon her yourself.

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Marshall-Hudson Ltd. has been incorporated in Ontario with head office in Georgetown, Ont. and capital of $40,000 to manufacture leather, harness, gloves, mitts and deal in hides, skins and products thereof.

National Fibre Co. of Canada Ltd. has been provincially incorporated with capital of $40,000 and head office in Toronto, to manufacture all kinds of fibre, insulating papers and other insulating material and electrical specialties.

# Showing Hardware at the Fall Fair

Unique Opportunity of Display and Demonstration Before Large Crowd of Prospects Afforded by Fall Fairs--Stoves, Paints Roofings Washers Vacuum Cleaners etc; Good Lines to Feature—Some Hints on Planning the Display and Securing Favorable Attention.

*Exhibit of stoves and ranges at a recent Fall Fair showing the stock arranged on a raised platform and yet within easy access of visitors. The platform is just enough to keep disinterested parties away from the exhibi and yet makes it easy for those interested to approach and examine the stock at close range. Salesmen are on hand to explain all the details of the various stoves and ranges and to emphasize the importance of having good stove equipment in the home.*

AN excellent opportunity for displaying their goods before a large crowd of prospective customers is provided the hardware merchant in the form of Fall Fairs which are held by practically every town and city throughout Canada. Numbers of hardware merchants have taken advantage of these Fairs to arrange attractive exhibits of various lines, and have benefitted accordingly. Under present conditions when every possible selling help is required, and when advantage should be taken of every opportunity of meeting customers personally and endeavoring to win their confidence, use of the Fall Fairs can be made to good advantage.

One hardware firm which has taken good advantage of the opportunities presented by Fall Fairs is the Brockville Hardware Company, successors to C. A. McNab. At the last fair held at Brockville this firm had an attractive exhibit as shown elsewhere in this article. The management state that the exhibit was productive of good results. Numerous comments were made on the attractiveness of the arrangement. It is stated that for some months after the Fair the business of this store felt the influence of the stimulation given by the exhibition. It is the intention of the manager, Mr. McIntyre to be a permanent exhibitor at this fair in future years.

In looking over the display arranged by this firm it will be noted that it represents a comprehensive range of hardware prominent among which is prepared paints, stoves and roofings. All these lines are seasonable at the time of the Fall Fair and their movement can doubtless be stimulated considerably by showing them at the Fair and interesting customers in them by explaining their true value at this time of year.

### Literature and Showcards.

It will be noted that good advantage is made of the literature supplied by manufacturers, large cut-outs being placed along the wall and on the supports. A neat brush display is shown in one section, and in other sections displays of accessories and tools are noted. The stove display is placed well out where visitors cannot help but see it. A kettle of water is shown on the stove with a card stating "Watch a cent's worth burn." This point emphasizes the economy of this particular type of stove and this is an important point in selling. The paint display is neatly arranged on a stand with a panel of colors suspended close at hand.

One of the chief reasons why the Fall Fair can be used to good advantage is the fact that attractive displays can be made at small cost and people visiting such a Fair are in a receptive mood for suggestions of new lines. It is therefore comparatively easy to convince them of the need of a certain article providing its purchase is within the range of their pocket-book and the article has real merit.

### Selecting Seasonable Lines.

In arranging the display the stock should first be gone over and all good Fall lines selected. These can then be grouped according to importance, certain lines lending themselves better as ones to draw the attention of the passers-by and others on which demonstrations might be used to advantage. A touch of freshness can always be given the Fall Fair display by the use of bunting flags etc. The decorations of the fair grounds impart a holiday spirit and the decoration of the booth in similar manner will carry out the general idea An appearance of sameness should be avoided however if the exhibit is to attract the maximum of attention.

Paint can be shown to good advantage in the exhibit at this time of year, the various points in favor of Fall painting to be emphasized. There are many arguments in favor of Fall painting such for instance as the ideal and even temperature; less rain and moisture than in the spring; freedom from bugs and the fact that the approaching winter generally provides the most damaging atmospherical conditions on property insufficiently protected against the elements. In the personal discussions with prospects as to the condition of their property,opportunity is given for impressing some of these points in connection with Fall painting. Brushes can also be linked up with this effort, and the Fall Fair presents a good opportunity for demonstrating the various uses which the wide range of brushes now available, may be put to. Housewives are always interested in labor-saving devices and many of them are unacquainted with the various types of brushes provided to lessen work in the home.

### Direct Sales Not Most Important.

Frequently direct sales are made from the stock shown in the booth, but the chief advantage is generally the stimulation of business spread over the period following the Fair, the creation of goodwill, the advertising of the firm and its products, the acquainting of prospects with details of lines in which they are interested, and the opportunity of conversing personally with visitors and getting a line on their requirements. The latter is an important point to keep in mind, for much

information as to possible requirements can be secured at the Fair in an easier manner than elsewhere. The card index system of keeping track of prospects for later following up can here be adopted to good advantage.

One merchant who has some novel ideas in connection with Fall Fair exhibits follows the plan of sending out a circular letter to a selected mailing list just prior to the date of the exhibition. This letter deals with some particular line which is to be featured at the Fair and outlines briefly the various points in which the reader is likely to be interested. Then when that person visits the exhibit of this merchant he is already acquainted with the fact that this line is being demonstrated and he takes a closer interest in it than would otherwise be the case.

**Demonstrating Stoves and Ranges.**

In connection with stove exhibits this merchant always adopts the plan of making demonstrations of actual baking and cooking. Visitors are provided with biscuits cooked in the stove. It is found that many people go out of their way to enjoy a hot biscuit and an advantage is thereby afforded of explaining in detail the construction of the stove.

Stoves and ranges generally figure largely in the displays at Fall Fairs as the season for their use is approaching. One reason why these lines should be given special attention is that the husband and wife generally visit the exhibition together, and if the housewife has had her mind set on getting a new stove it provides her with a good opportunity for broaching the matter to her husband. It is often found that the wife soon joins the hardware merchant in nfluencing the husband to buy the stove, nce the demonstration has begun.

Many signs and showcards can be used to emphasize the important factors of the various lines shown and to make an appeal to various classes of visitors to the Fair. Attention should be given that these showcards be done attractively. The arrangement of the exhibit can be planned in advance once the size and layout of the booth is known. It is generally wise to erect a platform so as to slightly raise the display from the floor. Chain or pipe tinted with aluminum can be used as a railing. The firm name should be plainly shown at the top of the exhibit and smaller cards attached to the wall, easels etc. pointing out some seasonable line and the advantages of its use.

One merchant sends out a letter prior to the exhibition extending an invitation to visit his exhibit where demonstrations are being given of stoves, ranges, washers, vacuum cleaners etc. He has found that prospects and customers like to receive such a letter and as he is one of a very few who follow this plan, his exhibit becomes the centre of more than usual interest.

# Fall Fair Dates in Canada

DATES of fall fairs to be held throughout the various provinces of Canada (after August 20) are enumerated herewith for the information of merchants contemplating exhibits at the various fairs in their districts:—

## ONTARIO

| | |
|---|---|
| Aberfoyle | Oct. 5 |
| Abingdon | Sept. 30-Oct. 1 |
| Acton | Sept. 20-22 |
| Agincourt (Scarboro') | Sept. 23-24 |
| Ailsa Craig | Sept. 22-23 |
| Alexandria | Sept. 8-9 |
| Alfred | Sept. 13-14 |
| Alliston | Oct. 6-7 |
| Almonte | Sept. 20-22 |
| Alvinston | Oct. 11-12 |
| Amherstburg | Oct. 10-12 |
| Ancaster | Sept. 27-28 |
| Arden | Oct. 4 |
| Arnprior | Sept. 26-28 |
| Arthur | Oct. 4-5 |
| Ashworth | Sept. 30 |
| Atwood | Sept. 19-20 |
| Avonmore | Sept. 20-21 |
| Aylmer | Sept. 21-23 |
| Ayton | Sept. 21-22 |
| Bancroft | Sept. 29-30 |
| Barrie | Sept. 19-21 |
| Bayfield | Sept. 27-28 |
| Baysville | Sept. 30 |
| Beachburg | Sept. 26-28 |
| Beamsville | Sept. 16-17 |
| Beaverton | Sept. 15-17 |
| Beeton | Oct. 11-12 |
| Belleville | Sept. 5-7 |
| Berwick | Sept. 7-8 |
| Binbrook | Sept. 23-24 |
| Blackstock | Sept. 27-28 |
| Blenheim | Oct. 6-7 |
| Blyth | Sept. 22-23 |
| Bobcaygeon | Oct. 12-13 |
| Bolton | Sept. 30-Oct. 1 |
| Bonfield | Sept. 27 |
| Bothwell's Corners | Sept. 22-23 |
| Bowmanville | Sept. 21-22 |
| Bracebridge | Sept. 22-23 |
| Brampton | Sept. 23-24 |
| Brigden | Oct. 4 |
| Brighton | Sept. 16-17 |
| Bruce Mines | Sept. 30 |
| Brussels | Sept. 15-16 |
| Burk's Falls | Sept. 22-23 |
| Burford | Oct. 4-5 |
| Burlington | Sept. 27-28 |
| Caledon | Sept. 29-30 |
| Caledonia | Oct. 6-7 |
| Campbellford | Sept. 20-21 |
| Carp | Oct. 4-5 |
| Castleton | Sept. 22-23 |
| Centreville | Sept. 16-17 |
| Charlton | Sept. 13-14 |
| Chatham | Sept. 20-23 |
| Chatsworth | Oct. 13-14 |
| Chelmsford | Sept. 14-15 |
| Chesley | Sept. 29-30 |
| Clarence Creek | Sept. 8 |
| Clarksburg | Sept. 20-21 |
| Cobden | Sept. 13-14 |
| Cochrane | Sept. 29-30 |
| Coe Hill | Sept. 27-28 |
| Colborne | Sept. 27-28 |
| Coldwater | Sept. 22-23 |
| Collingwood | Sept. 13-16 |
| Comber | Sept. 30-Oct. 1 |
| Cookstown | Oct. 5-6 |
| Cooksville | Oct. 7-8 |
| Cornwall | Sept. 7-10 |
| Courtland | Sept. 29 |
| Delta | Sept. 12-14 |
| Delaware | Oct. 12 |
| Demorestville | Oct. 8 |
| Desboro' | Sept. 22-23 |
| Dorchester Station | Oct. 5 |
| Drayton | Sept. 27-28 |
| Dresden | Sept. 29-30 |
| Drumbo | Sept. 27-28 |
| Dryden | Sept. 22-23 |
| Dunchurch | Sept. 29-30 |
| Dundalk | Sept. 27-28 |
| Dungannon | Oct. 6-7 |
| Dunnville | Sept. 22-23 |
| Durham | Sept. 29-30 |
| Elmira | Sept. 16-17 |
| Elmvale | Sept. 26-28 |
| Embro | Oct. 6 |
| Emo | Sept. 15-16 |
| Emsdale | Sept. 27-28 |
| Englehart | Sept. 15-16 |
| Erin | Thanksgiving |
| Exeter | Sept. 19-20 |
| Fair Ground | Oct. 4 |
| Fenelon Falls | Sept. 30-Oct. 1 |
| Fenwick | Sept. 27-28 |
| Fergus | Sept. 22-23 |
| Feversham | Oct. 4-5 |
| Flesherton | Sept. 29-30 |
| Florence | Oct. 6-7 |
| Forest | Oct. 4-5 |
| Fort Erie | Sept. 19-20 |
| Fort William | Sept. 13-15 |
| Frankford | Sept. 15-16 |
| Frankville | Sept. 22-23 |
| Freelton | Thanksgiving |
| Galetta (Mohr's Corners) | Sept. 21-22 |
| Galt | Sept. 23-24 |
| Glencoe | Sept. 27-28 |
| Georgetown | Oct. 5-6 |
| Goderich | Sept. 6-8 |
| Gooderham | Oct. 6 |
| Gordon Lake | Sept. 30 |
| Gore Bay | Sept. 27-28 |
| Gorrie | Oct. 1 |
| Grand Valley | Sept. 27-28 |
| Graventurst | Sept. 15-16 |
| Haliburton | Sept. 22 |
| Hanover | Sept. 22-23 |
| Harriston | Sept. 29-30 |
| Harrow | Oct. 3-4 |
| Hepworth | Sept. 22-23 |
| Highgate | Oct. 13-14 |
| Holstein | Sept. 27-28 |
| Huntsville | Sept. 28-29 |
| Hymers | Sept. 13 |
| Ilderton | Sept. 30 |
| Ingersoll | Oct. 3-4 |
| Inverary | Sept. 14 |
| Iron Bridge | Oct. 5 |
| Jarvis | Oct. 8 |
| Kagawong | Sept. 29-30 |
| Keene | Oct. 4-5 |
| Kemble | Sept. 29-30 |
| Kemptville | Sept. 5-6 |
| Kenora | Aug. 25-26 |
| Kilsyth | Oct. 6-7 |
| Kincardine | Sept. 15-16 |
| Kingston | Sept. 20-26 |
| Kirkton | Oct. 6-7 |
| Lakefield | Sept. 20-21 |
| Lakeside | Sept. 29 |
| Lambeth | Sept. 28 |
| Lanark | Sept. 9 |
| Langton | Oct. 1 |
| Lansdowne | Sept. 15-16 |
| Leamington | Oct. 5-7 |
| Lindsay | Sept. 21-24 |
| Lion's Head | Oct. 6-7 |
| Listowel | Sept. 27-28 |
| Lombardy | Sept. 10 |
| Loring | Sept. 30 |
| London (Western Fair) | Sept. 10-17 |
| Lucknow | Sept. 29-30 |
| Maberly | Sept. 27-28 |
| Madoc | Oct. 4-5 |
| Magnetawan | Sept. 27-28 |
| Manitowaning | Sept. 29-30 |
| Markdale | Oct. 11-12 |
| Markham | Oct. 6-8 |
| Marmora | Sept. 26-27 |
| Massey | Sept. 28-29 |
| Mattawa | Sept. 21-22 |
| Maxville | Sept. 15-16 |
| Maynooth | Sept. 28 |
| McDonald's Corners | Sept. 30 |
| McKellar | Sept. 27-28 |
| Meaford | Sept. 29-30 |
| Merlin | Sept. 26-27 |
| Merrickville | Sept. 20-21 |
| Metcalfe | Sept. 27-28 |
| Middleville | Oct. 7 |
| Midland | Sept. 29-Oct. 1 |
| Mildmay | Sept. 19-20 |
| Millbrook | Oct. 6-7 |
| Milton | Sept. 30-Oct. 1 |
| Milverton | Sept. 29-30 |
| Minden | Sept. 27 |
| Mitchell | Sept. 20-21 |
| Morrisburg | Aug. 2-4 |
| Mount Brydges | Oct. 7 |
| Mount Forest | Sept. 21-22 |
| Muncey (United Indian) | Sept. 23 |
| Murillo | Oct. 4-5 |
| Napanee | Sept. 13-15 |
| New Hamburg | Sept. 15-16 |
| Newington | Sept. 27-28 |
| New Liskeard | Sept. 20-21 |
| Newmarket | Sept. 29-Oct. 1 |
| Niagara-on-the-Lake | Sept. 23-24 |
| Noelville | Sept. 21 |
| North Bay | Sept. 13-15 |
| Norwich | Sept. 27-28 |
| Norwood | Oct. 11-12 |
| Oakville | Sept. 15-17 |
| Odessa | Oct. 7 |
| Ohsweken | Oct. 5-7 |
| Onondaga | Oct. 11-12 |

*Fall Fair exhibit of Brockville Hardware Co. Brockville, Ont., successors to D. A. McNab. At the last exhibition, Mr. McIntyre, the store manager, was enthusiastic over the results from this exhibit, and the stimulation of business from it was felt for several months. Emphasizing operating economy of stoves, driving home arguments for Fall painting.*

| | |
|---|---|
| Perth | Aug. 31-Sept. 1-2 |
| Peterboro' | Sept. 14-17 |
| Petrolea | Sept. 26-27 |
| Picton | Sept. 20-23 |
| Pinkerton | Sept. 23 |
| Porquis Junction | Sept. 23 |
| Port Carling | Sept. 15-16 |
| Port Elgin | Oct. 7-8 |
| Port Perry | Sept. 15-16 |
| Powassan | Sept. 27-28 |
| Priceville | Oct. 6-7 |
| Providence Bay | Oct. 6-7 |
| Queensville | Oct. 11-12 |
| Rainham Centre | Sept. 14-15 |
| Renfrew | Sept. 20-23 |
| Riceville | Sept. 21 |
| Ridgetown | Oct. 10-12 |
| Ripley | Sept. 27-28 |
| Roblin's Mills | Sept. 30-Oct.1 |
| Rocklyn | Oct. 6-7 |
| Rockton | Oct. 11-12 |
| Rockwood | Oct. 6-7 |
| Rodney | Oct. 3-4 |
| Roseneath | Oct. 13-14 |
| Rosseau | Sept. 14-16 |
| Russell | Sept. 20-21 |
| St. Mary's | Sept. 22-23 |
| Sarnia | Sept. 29-30 |
| Sarnia Reserve | Sept. 20-21 |
| Sault Ste. Marie | Sept. 19-22 |
| Schomberg | Oct. 13-14 |
| Seaforth | Oct. 22-23 |
| Shannonville | Sept. 17 |
| Shedden | Sept. 21 |
| Sheguindah | Oct. 4-5 |
| Shelburne | Sept. 20-21 |
| Simcoe | Oct. 3-5 |
| Smithville | Sept. 16-17 |
| S. Mountain | Sept. 8-9 |
| S. River | Oct. 4-5 |
| Spencerville | Sept. 27-28 |
| Springfield | Sept. 22-23 |
| Sprucedale | Sept. 15-16 |
| Stella | Sept. 28 |
| Stirling | Sept. 22-23 |
| Straffordville | Sept. 21 |
| Stratford | Sept. 19-21 |
| Strathroy | Sept. 19-21 |
| Streetsville | Sept. 21 |
| Sturgeon Falls | Sept. 20-21 |
| Sunderland | Sept. 27-28 |
| Sundridge | Sept. 29-30 |
| Tara | Oct. 4-5 |
| Tavistock | Sept. 26-27 |
| Teeswater | Oct. 4-5 |
| Thamesville | Oct. 4-5 |
| Thedford | Sept. 29-30 |
| Thessalon | Sept. 26-27 |
| Thorndale | Sept. 26-27 |
| Thorold | Sept. 13-14 |
| Tillsonburg | Sept. 19-20 |
| Tiverton | Oct. 4 |
| Trout Creek | Sept. 15-16 |
| Toronto (Can. Nat.) | Aug. 27-Sept. 10 |
| Tweed | Oct. 6-7 |
| Underwood | Oct. 11 |
| Utterson | Sept. 20-21 |
| Vankleek Hill | Sept. 6-8 |
| Verner | Sept. 15 |
| Wallaceburg | Sept. 27-28 |
| Wallacetown | Oct. 6-7 |
| Walsh | Oct. 15 |
| Walter's Falls | Sept. 27-28 |
| Warkworth | Oct. 6-7 |
| Warren | Sept. 22 |
| Waterdown | Oct. 5 |
| Waterford | Sept. 22 |
| Watford | Sept. 22-23 |
| Welland | Oct. 4-6 |
| Wellandport | Oct. 15 |
| Wellesley | Sept. 13-14 |
| West McGillivray | Oct. 5 |
| Weston | Sept. 16-17 |
| Wheatley | Sept. 30-Oct. 1 |
| Wiarton | Sept. 20-21 |
| Wilkesport | Oct. 11 |
| Williamstown | Sept. 6-7 |
| Winchester | Sept. 6-7 |
| Windham | Sept. 27 |
| Wingham | Sept. 27-28 |
| Wolfe Island | Sept. 27-28 |
| Woodbridge | Oct. 14-15 |
| Woodstock | Sept. 21-23 |
| Woodville | Sept. 15-16 |
| Wyoming | Oct. 6-7 |
| Wooler | Sept. 2 |
| Zurich | Sept. 21-22 |
| Zephyr | Oct. 4 |

## QUEBEC

| | |
|---|---|
| Argenteuil | Sept. 20-21-22 |
| Arthabaska | Sept. 15 |
| Bagot | Sept. 13-14 |
| Beauce Div. | Sept. 15 |
| Beauharnois | Sept. 15 |
| Berthier | Sept. 13-14 |
| Bonaventure | Sept. 20 |
| Brome | Sept. 6-7-8 |
| Chambly | Sept. 13-14 |
| Chateauguay | Sept. 20 |
| Deux-Montagnes | Sept. 19 |
| Frontenac | Sept. 15 |
| Gaspe A. No. 1 | Sept. 25 |
| Hull Division A | Sept. 20-21 |
| Hull Division B | Sept. 27-28-29-30 |
| Huntingdon B | Sept. 13 |
| Iberville | Sept. 6-7 |
| Joliette B. | Sept. 14 |
| Kamouraska | Sept. 20-21 |
| Laprairie | Sept. 5-6 |
| Lotbiniere No. 2 | Sept. 14-15 |
| Maskinogne | Sept. 13 |
| Megantic B | Sept. 13 |
| Megantic A | Sept. 6 |
| Montcalm | Sept. 15 |
| Montmorency A | Sept. 29 |
| Montmagmy | Sept. 13-14-15 |
| Pontiac A | Sept. 19-20-21 |
| Portneuf A. | Sept. 15 |
| Richelieu | Sept. 20 |
| Richmond | Sept. 7-8 |
| Rimouski | Sept. 22-23 |
| Rouville | Sept. 1 |
| Shefford | Sept. 13-14 |
| Soulanges | Sept. 15 |
| St. Jean | Aug. 29-30 |
| St. Maurice | Sept. 20 |
| Temiscamingue | Sept. 20-21 |
| Temiscamingue | Sept. 14-20-22-27 |
| Temiscouata | Sept. 15 |
| Trois Rivieres | Sept. 27 |

| | |
|---|---|
| Vaudreuil | Sept. 20 |
| Vercheres | Sept. 7-8 |
| Wolfe No. 1 | Sept. 14 |
| Wolfe No. 2 | Sept. 13 |
| Yamaska | Sept. 14-15 |

## NOVA SCOTIA

| | |
|---|---|
| Antigonish | Sept. 29-30 |
| Oxford | Sept. 22-23 |
| Pictou | Sept. 26-27-28 |
| Caledonia | Oct. 4-5 |
| Shubenacadie | Sept. 28-29-30 |
| Digby | Oct. 6-7 |
| Bridgewater | Sept. 27-28-29-30 |
| Inverness | Sept. 13-14 |
| Shelburne | Sept. 29-30 |
| Yarmouth | Oct. 5-6-7 |
| Windsor | Oct. 4-5-6 |
| Musquodobit | Sept. 20-21 |

## NEW BRUNSWICK

| | |
|---|---|
| St. John | Sept. 3-10 |
| St. Stephen | Sept. 12-16 |
| Woodstock | Sept. 12-16 |
| Fredericton | Sept. 17-24 |
| Chatham | Sept. 26-30 |

## MANITOBA

| | |
|---|---|
| Kelwood | Oct. 7 |
| Kildovan | Sept. 9-10 |
| Kinosota | Sept. 15 |
| St. Vital | Aug. 23 |
| Swan River | Aug. 23 |
| Weston | Aug. 26-27 |
| Woodlands | Sept. 30 |

## ALBERTA

| | |
|---|---|
| Athabasca | Sept. 12-13 |
| Alix | Aug. 26-27 |
| Berry Creek (Pandora) | Sept. 2 |
| Bowden | Sept. 29 |
| Bow Valley (Bassano) | Sept. 9 |
| Busby | Sept. 13-14 |
| Bear Lake | Sept. 15-16 |
| Cochrane | Sept. 29-30 |
| Colinton | Sept. 14 |
| Didsbury | Aug. 24-25 |
| Durlington & Bonnyville (Bonnyville) | Sept. 7 |
| Donnelly | Sept. 21 |
| Edson | Aug. 31 |
| Elk Point | Sept. 8-9 |
| Grande Prarie | Sept. 28-29 |
| Griffin Creek | Sept. 13-14 |
| Greencourt | Aug. 31 |
| Hays (Lousana) | Sept. 5-6 |
| Lacombe | Aug. 22-24 |
| Mannville | Sept. 20 |
| Matziwin (Brooks) | Sept. 6-7 |
| Mid-Pembina (Dunstable) | Sept. 8 |
| Magnolia | Sept. 6 |
| Milnerton | Sept. 28 |
| Mosside | Aug. 24 |
| Nakamun and Sion District | Sept. 6 |
| Paddle River (Barrhead) | Aug. 26 |
| Plamondon | Sept. 15 |
| Ponoka | Aug. 25-26 |
| Pincher Creek | Aug. 23-24 |
| Patricia | Sept. 1 |
| Rochester | Sept. 16 |
| Rocky Mountain House | Sept. 19-20 |
| Sangudo | Sept. 2 |
| Spirit River | Sept. 30 |

### COMMUNITY SALE

Continued from page 154.

These judges awarded prizes as follows: Windows—First prize, Pritchards' Hardware, 223 Danforth Avenue. Prize, 1 plate mirror, donated by Toronto Plate Glass Importing Co. 2nd, R. H. Breeze, 816 Danforth Avenue. Prize, 1 carving set donated by Rice Lewis & Son, Ltd.; 3rd prize, J. C. McFadden, 322 Danforth Avenue. Prize, 1 nickel plated tea kettle, donated by Sheet Metal Products Co.

Prizes for the floats were as follows: 1st prize, Ingram Bros., 191 Danforth Avenue. Prize, 2 gallons of white paint, donated by Imperial Varnish & Color Co. 2nd prize, R. H. Breeze, 816 Danforth Ave. Prize, 2 rolls 3-ply ready roofing, donated by Wood, Alexander & James, Toronto; 3rd prize, J. C. McFadden, 322 Danforth Ave. Prize, 1 Auto Strop Safety Razor, donated by W. Walker & Son, Toronto. Other floats receiving honorable mention were, Danforth Hardware Co.; J. T. Bowes, Rossiter Hardware, Pritchard's Hardware.

#### Effect Upon Business

Discussing the general effect of the demonstration upon business, most of the hardware merchants, while realizing that the effect is more or less cumulative and indirect, stated to Hardware and Metal that tangible evidence had been forthcoming of the good results of the affair.

J. C. McFadden, chairman of the hardware merchants' committee of the association, stated that the idea had been to point out to local people that they could help themselves by helping the merchants of the district, that the prosperity of the district depended largely upon the prosperity of the people in it, and that as much of their money as possible should be kept circulating in that district. Additional business had been secured during the week as a result of special efforts, and new faces had been noted in the store. Thus it was conceded by Mr. McFadden that the idea had already borne fruit in some measure in his own case.

#### Sells Washers by Demonstration

Bowes Hardware arranged a special demonstration during the week. Gas and oil stoves were demonstrated by means of a chef dressed in white, cooking various dishes, chiefly biscuits, which could be easily distributed. Washing machines were also demonstrated and many booklets given to interested parties. A number of sales of washers resulted from the wek's demonstrations. Another idea which helped sales of the washers was to give away an electric iron with each washer. It was felt that it was worth while to introduce electrical appliances into many homes by giving an iron with a washer, and thus help so demonstrate the labor saving value of such appliances. In connections with the plumbing department of the business a special float was arranged, as illustrated, showing a complete bath-room as it appears in use. Two men were engaged in assembling and disassembling this set while the float was progressing in the parade.

Pritchard's Hardware reported a busy week and increased trade since the demonstration was held. Sales of seasonable lines are reported to have moved well. Tools, auto' accessories, fans, thermos bottles, etc., were featured as shown in the display of the window winning first prize.

#### A Contest

Boy's Hardware held a contest, consiting of a guess as to the time at which a 9-day clock would stop. The clock was wound on the Tuesday of Gala Week, and the crowds which thronged the thoroughfare on that and subesequent nights, filled out many ballots. A ballot box was placed in the store. This resulted in considerable crowds of people being brought into the store where goods specially priced and well displayed, made their own appeal. An aluminum kettle was given as first prize for the winner of this contest. This store specially featured cooking utensils and paints for the occasion, and reported much stimulation of trade in these lines, due to the greater number of people attracted to the district. On the parade this form gave away paint caps as provided by a manufacturer.

The concensus of opinion of the hardware and other merchants was that the affair well justified itself, and that such demonstrations should be repeated periodically, not less than twice yearly.

# Canadian Iron Output Increasing

### June Output of Steel Ingots and Castings Best in Calendar Year—Average Monthly Production Above Pre-War Average.

The advance in the output of pig iron and ferro-alloys in Canada, noted in the May report of the Dominion Bureau of Statistics was fairly well maintained during the month of June. Pig iron production declined slightly from 56,091 long tons to 54,812 tons, but the amount of basic iron made rose from 44,002 long tons to 49,870 tons, all of which was used by the makers. The output of foundry iron made for direct sale dropped slightly from 4,709 tons in May to 4,389 tons in the month under review. Foundry iron produced by makers for their own further use, showed a considerable decrease from 5,206 tons in May to only 825 tons in June, so that the total output of foundry iron declined from 9,915 tons in May to 5,214 tons in June.

Six blast furnaces were active and fourteen idle at the end of June, one additional furnace having been blown in during the month by the Dominion Steel Corporation at Sydney. At the close of the month, three furnaces were being operated at Sault Ste. Marie, one at Hamilton, and two at Sydney.

#### Half Years' Total.

During the six months ending June, 309,206 long tons of pig iron was made in Canada, as compared with a total of 449,810 long tons during the same period in 1920. The output for the first six months of this year was, therefore, only about 69 per cent. of the amount made during the corresponding period of 1920. Of the pig iron made, 249,008 long tons was produced from blast furnaces by firms for their own use in further processes of manufacture: 59,897 tons made in blast furnaces was produced for direct sale. An analysis of the pig iron output for the six months ending June shows that 71 per cent. of the total was basic iron; 21 per cent. foundry iron, and eight per cent. malleable iron.

#### Best Month For Steel.

Output of steel ingots and castings in

Continued on page 176.

*One of the exponents of the separate department for the stock of stoves, heaters, ranges, etc. is Sutherland-Stelck Hardware Co., Dauphin, Man. whose display is shown herewith. The walls and ceiling of the department are white, and being brilliantly lighted, the stove stock shows up well in contrast. Here customers may leisurely examine the various types and with accommodating salesmen in attendance, the customer is put at ease.*

# Pointers for Fall Stove Selling

## Fuel Economy is Important Argument in Selling Heaters, Ranges, Stoves and Furnaces—Conducting a Service Department Increases Stove Trade —Value of the Separate Department—Demonstrations Stimulate Business

STRONGEST arguments for the sale of pretty well any line of merchandise are those which fit in with current events or tendencies. Thus it is that those merchants who are most successful in selling stoves, ranges, furnaces and heaters this Fall will be those who plan their argument to offset the opposing ideas of some customers.

In view of the continued high cost of fuel, economy in this direction is one of the big arguments to be used in selling stoves. In many sections this argument helped to keep stove business active last winter and will do the same again, in fact irrespective of the price of fuel, the question of economy should be an important one. The plan followed by some merchants in the Maritimes was to advertise that a new stove will save its cost in fuel saved. Linked up with this effort were displays of stoves and ranges. It has been the experience of these merchants that the high price of fuel has made buyers very particular as to the type of stove they buy and the one with the most efficient fuel saving devices is the one most popular. The result has been that both in the ads and the window displays of these lines, the fuel saving features have been emphasized.

One firm which has had good success in the sale of stoves and heaters follows the plan of continually impressing the customer that their product is founded on efficiency and durability—not on words, but on deeds. Some of the convincing reasons why their stoves should be bought are as follows:—because; it's easy on fuel—burns hard coal, soft coal or coke, simple to operate, easily kept in overnight, a quick heater, and presents a good appearance.

### Service Department.

One of the features of this firm's stove business is the conduct of a service department in parts for all stoves stocked. It is said to be a source of satisfaction for customers to be able to purchase any part of their stove without any waiting, and to be sure it is right. This distinctive feature has been found to be a big business getter and it has been advertised widely.

A large and exclusive department set aside from the main store has been found to be very helpful in the sale of stoves ranges etc. The display is ranged along each wall on raised flooring, each one inclined at an angle so that all can be seen from the end. The section is painted white, is well lighted and the stock kept polished. Thus it presents a most pleasing appearance and its exclusiveness attracts the customer who likes a quiet spot to look over prospective purchases. Customers are not rushed in their selection, the salesmen rather putting them at their ease and allowing them to take all the time required to go thoroughly into the details of the various stoves. The separate department is found to keep the stock in better condition and to assist both the customer in selection and the salesmen in selling.

It is one of the rules of the store that only salesmen thoroughly acquainted with stoves are allowed to sell in this department. The salesmen must be able to give customers all the information necessary and give them perfect satisfaction. A rapid installation service which instals a stove or range the day after purchase is made, completes a well organized depart-

ment which has brought big business in stoves,, ranges etc. to this firm.

**Show Prices In Adds.**

Another Maritime merchant emphasis the value of always showing prices when advertising stoves. Oil heaters, which have a use at practically all times of the year, are always mentioned in the stove ads and the persistent mention of them has brought results. A suggestion for the Christmas season which this merchant follows is to give away a turkey for a limited time prior to the festive day, with each range purchased at the store. The real usefulness of a good range is very apparent at Christmas when the fowl must be cooked and this merchant finds that linking up the two ideas at a time when everyone is in a joyful mood, is a good stroke of business for him.

He uses demonstrations frequently in the sale of stoves and always advertises "our prices show, and a demonstration will convince." In these demonstrations no pains are spared to give prospective customers full information in detail. Salesmen will disassemble a stove if necessary in order to show the various parts. This courtesy is much appreciated by customers and this merchant finds this one of the best means of creating good will.

Another firm in the same district puts on special demonstrations every day throughout the most active stove and range selling period. Citizens are invited to call and see the selling points of the line carried, without any obligation to buy. The latter point is emphasized, and this merchant states the customers are thereby made to feel at home and are in a much more receptive mood for suggestions.

**Convincing The Woman Customer.**

In selling a range it is in most cases necessary to convince a woman customer that the article is what she wants and will best fill her requirements. Even if the woman does not make the actual purchase, it is a sure thing that she will influence it and so women customers must be studied in connection with stove selling. It is not a simple task to fool the women into buying an inferior product as far as stoves and ranges are concerned, as has been proved by some irresponsible stove dealers who have endeavored to operate business on this basis. When we consider how much pride the average housewife takes in the appearance of her kitchen, it is easy to understand why she is so very particular about the kind of range she buys.

Before a woman purchases a range she discusses the matter with her friends. She learns about the features of the different kinds and finds out which one is easiest to keep in good condition and attractive appearance, and which is the best and speediest baker, keeping in mind the fuel saving qualities. Then she goes to the hardware merchant with a good idea of what she wants. It therefore behooves the merchant to make investigations and discover which ones appeal most to the women.

There are no involved points in connection with stove selling, the few principles involved are single. The stock should be complete and in a good range, should be kept as attractive as possible, should be shown prominently and salesmen should be in position to thoroughly explain any details. The plan of cluttering up the stove and range display with kettles and tea pots is undesirable from the standpoint of effect.

**Impressing Customers.**

One point is worthy of mention in this connection. The dealer should be particularly careful to keep models looking their best. Every morning each stove on display should be polished and cleaned. Customers see their shining black surfaces from the front of the door, and often have

(Continued on Page 182)

*No kitchen utensils are seen cluttering up this display of stoves. The stock is kept in a separate room where good light is provided. Each article is kept well polished. A stove service department is conducted in connection with this store which provides for rapid installation and the providing of repair parts when needed. This is an important factor in this firm's stove trade and is highly appreciated by customers.*

# Conducting "A Business Enterprise"

*Outline of Some Simple Records Which Gave Merchant Information Vital to the Successful Conduct of Retail Business—Growing Disfavor for Merchant who Neglects Business Records—Helpful Hints from National Association of Credit Men.*

*WHEREVER there is buying and selling of merchandise there is "A Business Enterprise." The merchant who would properly conduct "A Business Enterprise" must be able to tell at any time what profit the enterprise is making, and follow closely the various rules of business.*

*The majority of failures and bankruptcies are due to a lack of information as to how a business is prospering or otherwise. A simple bookkeeping system supplies the information.*

*Recent developments have shown that the banks, manufacturers and the government look with disfavor upon merchants who do not keep business records. It is difficult to realize why a merchant should hesitate to keep records which at practically no cost and with but little expenditure of time give such vital information concerning his business. Some helpful ideas in this connection are given in this story headed "A Business Enterprise."*

*The trend of paint prices following the American Civil War and the trend both prior to and following the recent World War is indicated in this chart. The rapid drop in paint prices since the peak in 1920 is evident. In view of the fact that the tendency recently has been very similar to that following the Civil War the writer of this article is of the opinion that the same gradual trend which was evident from 1865 to 1878 will set in from 1921 onwards.*

THE merchant should know, and not guess, that the price at which he sells an article, or the price for which he contracts to do work, will cover the—

Exact cost of the article; or the
Exact cost of the material and labor used in the contract;
The proportionate part of the cost of conducting the business which the article or the contract should bear;
With a little for his living; and
Something besides.

He should again know, without simply estimating, whether all his sales or all his contracts at the end of any given period of time equal the first three items as above cited.

If they equal the cost as indicated, then there is no profit.

If they exceed the cost, then a profit is a reality.

No merchant can be easy in mind and fair to his business creditors or bank, or even the business public, who cannot tell whether or not his business enterprise is making a profit.

**How Can the Merchant Tell if His Business Is or Is Not Making a Profit?**

This can only be done by keeping certain records—commonly known as Books of Account.

Without books of account, a merchant unconsciously goes on the rocks or loses the chance of making his business profitable.

Why should he wait until the time when he finds he cannot pay his bills and hasn't assets enough to meet his liabilities?

Why should he, when certain simple records would give him the information any time?

How can he tell what profits the business is making, even though he is meeting his obligations, unless he keeps certain records.

With this straight-from-the-shoulder message to all merchants not keeping records or books of account; and

Believing that they will realize the fact that present conditions will not permit a Business Enterprise to run without such records,

It is our earnest effort to make certain recommendations in the way of a general outline of very simple and easily kept records, which we shall call "books of account."

Our great desire being to render business service and to put sound props under every business enterprise.

**How Can Books of Account Tell When a Business Enterprise Is or Is Not Making a Profit?**

The transactions that go to make up a day's work in any business develop either a profit or a loss. If a profit, it finds its way into capital or net worth—the net worth is increased. If a loss, the net worth is decreased.

Starting at the very beginning, then, a record of the merchant's investment in the business, his net worth or Capital (as it is termed) is necessary. Such a statement of net worth we will construct right here.

We begin with Assets, which term covers property or accounts of value such as are listed herewith and numbered from 1 to 6. The total of these Assets in dollars and cents, when compared with the total amount of Debts, determines whether a Business Enterprise is able to pay its debts and is therefore what we call Solvent, or is unable to pay its debts—and is Insolvent. There should be at least $2 of Assets to every dollar of Debts.

Liabilities are the opposite of Assets (see items numbers 10 to 14), and to play the business game right, the object is to keep the Liabilities less than the Assets. The greater the difference between them, the greater the investment—therefore the success of the business.

ASSETS

1. Cash on hand and in bank .. $
2. Merchandise on hand ..... $
3. Accounts owing from customers ..... $
4. Furniture, fixtures, etc. .... $
5. Lands and buildings ..... $
6. All other items of value not in above classification ..... $

Total Assets .....$

Deduct from this

LIABILITIES

Amounts owing for

10. Merchandise ..... $
11. Borrowed money ..... $
12. Items of expense accumulated and unpaid ..... $
13. Lands and buildings (mortgage) ..... $
14. All other debts not included in above classification .... $

Total Liabilities ..... $

Net Worth Capital or Investment ..... $

So, the first thing that books of account tell us is: What is invested in a business at the beginning.

The next step is to make the investment earn money by the carrying on of business, whatever it may be, for the purpose of making a profit. We can increase our net worth by adding to our income. We add to our income when we make a profit on what we sell. So a merchant must construct his accounts so that they will show in addition—

1. Income;
2. Expenses;
3. Net profit or Net Loss.

Income is what flows into the business, and the word itself suggests something that is moving and not stationary.

Opposite this is expense—the outflow of a business, and this term also suggests things that are in action and not stationary.

To arrive at the net profit or the net loss, it is absolutely necessary to record every transaction; so, we will group the classes of income and group the classes of expense.

INCOME

20. Profit on sales ..... $
21. Profit on contracts ..... $
22. Interest on bank balances .. $
23. Discount on merchandise purchased ..... $
24. Items of income not above classified ..... $

Total Income ..... $

From which we deduct

EXPENSES

30. Rent (fair rate, if owner) .. $
31. Wages paid (not charged on contracts) ..... $
32. Allowed to merchant for his service (at fair rate) ..... $
33. Insurance on merchandise, fixtures, etc. ..... $
34. Interest on borrowed money $
35. Delivery expenses .....
36. Taxes of all kinds ..... $
37. Fuel and light ..... $
38. Charity ..... $
39. Bad accounts ..... $
40. General expenses not included in above ..... $

Total Expenses ..... $

When deducted from Total Income gives Net Profit, or Net Income ..... $

This net income, to the penny, will be reflected in Assets and Liabilities. Every penny of profit will either increase the Assets or decrease the Liabilities, therefore decreasing the net worth. penny of loss will either decrease the Assets or increase the Liabilities, thereby decreasing the net worth.

Any business, no matter in what line of effort or what is the size of its capital, is subject to this principle.

Having explained how books of account—given names divided into four classifications: Assets, Liabilities, Income, Expenses—indicate whether a business is making a profit or a loss, we will now endeavor in a similar fashion to offer some idea of how books of account (of a very simple kind) can be secured by a merchant and kept so he can tell accurately, with the least possible effort, what are the Income and Expenses, the Assets and Liabilities, the Profit or Loss of his business enterprise.

**The Books of Account**

Having reached in our development of the book-keeping process—or rather of the books of account that are needed in connection with the man's business—the kind of facts to record as to what happens from day to day, month to month, or year to year. we will say

**In Illustration:**

When the merchant buys merchandise and it is delivered to him, he charges it to the business enterprise on the books of account, and credits the person from whom the goods are bought. When the merchandise is sold, credit at cost is given to merchandise, and the profit is credited to profit on sales. When a merchant puts cash capital into the business, he charges cash and credits the investment; and when payments are made for expenses incurred, he credits or reduces his cash and charges the items paid to various accounts involved.

The books of account, therefore, form the connecting links between a merchant and his business enterprise.

The old and customary form of bookkeeping is what is known commonly as "Double Entry," involving cash book, cheque book, purchase book, sales book, journal, sales ledger and general ledger. When a merchant is in a position to keep such books, or can afford to hire a book-keeper for the purpose of keeping them, there are none better.

For some enterprises, however,—and it is to these that our present message is addressed—we will retain the idea behind double entry book-keeping, namely, a system of balances, dollar for dollar, on each side of the account; but endeavor to do it with a few simple books of account.

After thinking the matter over with the utmost care, we are recommending principles and methods which any merchant can apply, that con be embodied merely in two books—the Cheque Book, and the Entry Book ruled as a double entry ledger, which will serve the purpose of a ledger and a journal. These two books, with files for bills and other papers, will be sufficient for the business enterprise which we are aiming to reach.

The Entry Book or ledger should be divided into five parts—

Assets 1st
Liabilities 2nd
Income 3rd
Expenses, 4th
Journal, 5th

The merchant will keep these in mind while we explain the next step in the bookkeeping system.

The capital investment is to be determined as already outlined.

**Cash on Hand and in Bank.**
**(Account No. 1.)**

This figure, when obtained, is entered on the left side, or debit side, of the ledger sheet and placed under the asset section of the ledger.

**Merchandise on Hand**
**(Account No. 2.)**

Take inventory of the stock on hand, that is by putting down each item of stock on a sheet at its cost price, if that cost price is at or below the figure at which the article can be duplicated; or at its exact market value, if the market is less than the price that was originally paid. After taking down all the items of merchandise, then the total is entered on a ledger sheet on the left or debit side, and placed on the asset section of the book.

**Accounts Owing From Customers**
**(Account No. 3.)**

Each customer's account is by name entered on a separate sheet, and the amount owing and collectible from each placed on the left, or debit side and placed under the asset section of the ledger.

**Furniture, Fixtures, Etc.**
**(Account No. 4.)**

A fair valuation of these items should be made and the total of them all recorded under this caption on the left side of the ledger sheet, and also placed under asset section.

**Lands and Buildings**
**(Account No. 5.)**

If the merchant owns a store, warehouse, factory, or a plant, improved or unimproved land, a reasonable valuation is placed upon it, and the total thereof is entered on a ledger sheet, left or debit, side, and placed under the asset section of the ledger.

**All Other Items of Value Not Classified in Preceding Accounts**

These accounts should be itemized and the total entered in this account on the left side of ledger sheet, and placed, like the others, in the asset section of the ledger.

The left side of the ledger is always the debit side ,the right side is known as the credit side.

We debit what we have.
We credit what we owe.
We debit our expenses.
We credit our income.

By entering the items 1 to 6 on the left side, the merchant has charged his gross investment in the business on the books.

We are ready now to take up the second section—the

**Liabilities Section**

From the gross investment, the liabilities must be deducted as shown to determine the merchant's net investment.

**Amount Owing for Merchandise**
**(Account No. 10.)**

The total owing by the merchant to each creditor is listed on a separate ledger sheet on the right side, and

**Amount Owing for Borrowed Money**
**(Account No. 11.)**

The total when accurately determined is listed on a ledger sheet on right side, and placed under liability section of the ledger.

**Amount Owing for Items of Expense**
**(Account No. 12.)**

If, at the time this net worth is being determined, there are any unpaid expense bills, the amount owing to each creditor should be listed on a separate sheet on the right-hand side, and filed under the liability section.

**Amount Owing on Lands and Buildings**
**(Account No. 13.)**

The amount owing, usually in the form of a mortgage, is entered on the ledger sheet, and placed on the right hand side thereof, and also filed under this liability section.

**Amounts Owing to All Others Not Included in Accounts 10 to 13**
**(Account No. 14.)**

This account is self-explanatory. If there are any amounts owing, they are to be placed on the right-hand side of the ledger sheet, and filed as liabilities.

**Net Worth, Capital, or Net Investment**
**(Account No. 15.)**

There must be one account in the liability section that is headed as above—the difference betwen all that is listed in the asset section and all that is listed in the liability section. That exact difference constitutes this item, and the amount, when determined, is placed on the right-hand side, or credit side of this account—showing the exact net investment in the business enterprise.

Continued on Page 164

# New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

### GREASE CUP COUNTER DISPLAY.

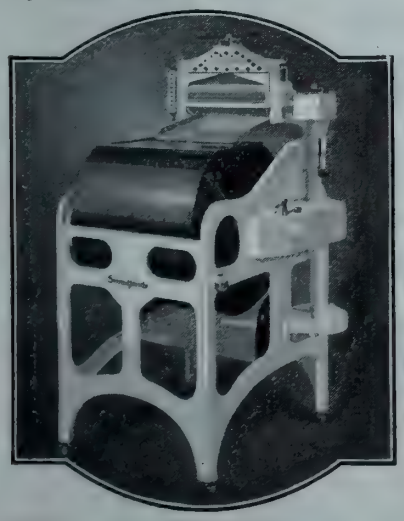
A new counter display box containing the different styles of "Empress" oil and grease cups, is now ready for distribution by the Canadian Winkley Company, of Windsor, Ont. The case is primarily

intended for prominent position on counter or in display case of all automobile accessory departments, and contains the standard styles, threads and sizes of soil and grease cups for cars, motor trucks and tractors.

### "SUNNYSUDS" ELECTRIC WASHER.

"Sunnysuds" is the name designating the electric washer and wringer recently placed on the market by the Sunny Line Appliances, Inc., Detroit; the Canadian branch being the Onward Manufacturing Company, of Kitchener, Ont.

The claim is made for the Sunnysuds, that this machine is different in mechanical design, especially in the method of cabinet construction. The usual supporting skeleton with the cabinet built upon an independent frame has been superseded with a cabinet which is pressed out of heavy steel.



Within the white enameled frame is an oscillating tub constructed of pure copper with seams folded and soldered to assure permanent and waterproof joints. Into the bottom of the tub are rolled deep corrugations which act as agitators.

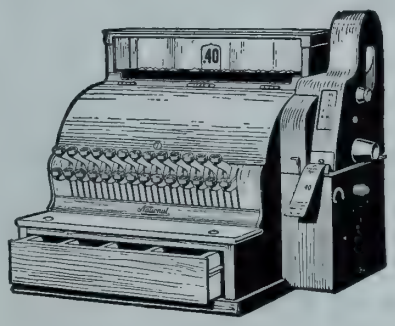
Motive power is supplied by a specially designed forced draught ¼-h.p. motor. On the right side of the washer are the two operating levers controlling the oscillator and the wringer; the push button switch for starting and stopping the motor being located on the forward right-hand corner of the frame so as to be within convenient reach.

As customary in washers of advanced design, both tub and wringer can be operated simultaneously. The wringer locks in any one of four positions, operation being impossible until the locking lever is in place.

### CASH RECEIPT REGISTER.

Announcement has been made by The National Cash Register Company, that a new cash register has been placed on the market. The new machine, which is called the Class 1100, is a register that issues a receipt with every transaction.

In the past many merchants while realizing the great value of receipt printing cash registers, felt that they could not afford machines of that type because of their higher price. To fill the needs of these merchants, The National Cash Register Company is now placing a receipt



printing register on the market at a price that would be within the reach of the majority.

The new register is built in several different models, adapted for use in varied lines of business. At each operation of the register, a receipt is printed and issued. This receipt shows the merchant's name and address, the amount and number of the transaction, and the date. This is an advertisement for the merchant and his business.

The receipt guarantees an accurate printed record of every transaction between clerk and customer. When a customer gets the receipt, with the amount in printed figures, the figures must be correct, or the customer will object. In this manner the customers are protected from overcharges and mistakes in change, and the clerks are able to prove their accuracy and ability as salesmen. Correct records are enforced which cannot be lost or destroyed.

Another feature of the receipt is that it prevents the return of goods purchased at other stores. The sale number enables the merchant to tell at about what time the transaction was made.

At the same time, the register prints on a paper roll, called the detail-strip, a permanent record of every sale in the order in which it occurs. This gives the merchant a history of the day's business—a permanent record of everything that happens in his store.

Adding wheels within the register tabulate the amount of money that has been checked in. Such figures are available only to the proprietor, and can be reset at the end of the day, week, or month, as desired.

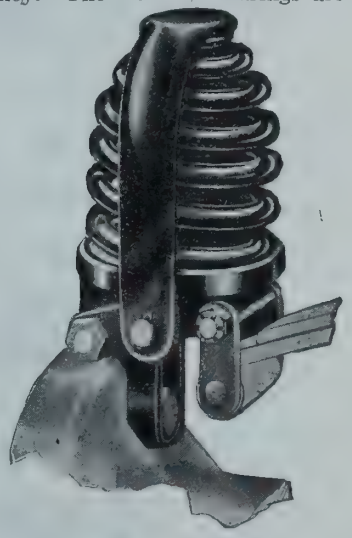
Key arrangements of the machines vary to suit the needs of different lines of business. The number of "No Sale," "Paid Out," "Charge," and "Received on Account" transactions are recorded, together with the total number of all transactions made. These are valuable records for all merchants to have.

Printed and added records in the register also show the merchant how much money should be in the cash drawer, before the contents are counted.

### "HALLADAY" SHOCK ABSORBER.

Primarily designed to alleviate the bumps and jolts generally noticeable in light cars passing over irregular surfaces, the Halladay direct suspension shock absorber is directly applicable to Ford cars.

The principle of the Halladay absorbers suspend the car body and the passengers or load, by means of a heavy pressed steel yoke upon a sturdy bee-hive spring of half-inch spring wire, attached to the car leaf spring by means of a set of compound levers. It is said that these greatly increase resistance without affecting resiliency. The working bearings are steel



bushed, thus reducing friction and wear to a minimum. An oil hole in the spring shackle bearing, is one of the peculiar features. The Halladay direct suspension shock absorber is applied between the leaf spring of the car and the axle; and the claim is made by the producers, that this does not damage the leaf spring in any way. The Dominion Chain Company Limited, of Niagara Falls, Ont., are the Canadian distributors.

# Bigger Share of Accessory Trade

## Hardware Merchants Increasingly Important Factor in Sale of Automobile Accessories—Novel Ideas in Display and Advertising—Prospects for Fall and Winter Trade—Many Accesories Add to Comfort of Winter Motoring—Reaching Motorist-Mechanic Who Overhauls Car in Cold Weather.

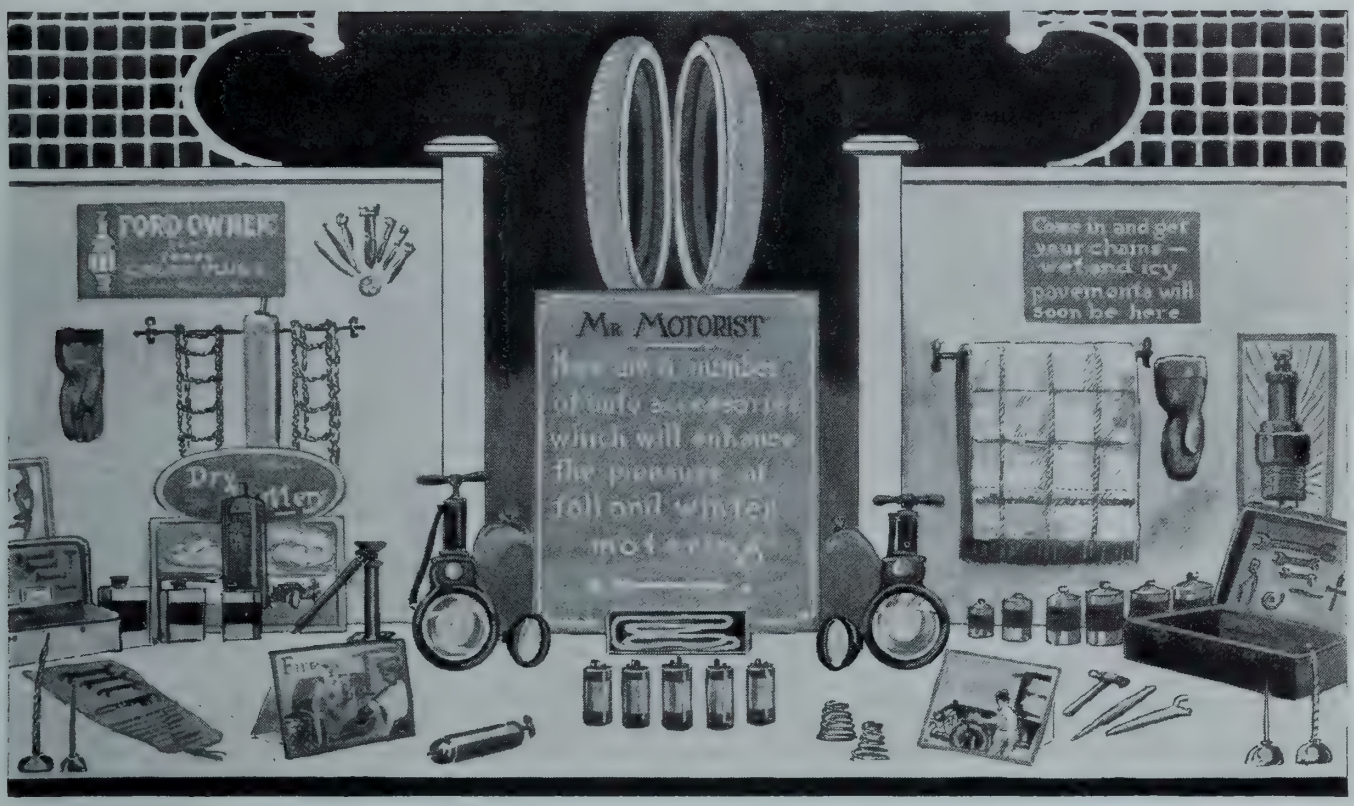
THE history of automobile accessories in the hardware trade has been one of steady growth and development. Every year sees a number of new hardware merchants opening up an auto' accessory department for they receive calls from their customers for various accessory lines. Motorists are well acquainted with the fact that hardware stores now have the stock to supply their needs and in many cases they prefer to buy their accessories where they buy their hardware.

The group of advertisements of accessories by hardware merchants as shown herewith is but a sample of hundreds of such advertisements which appear weekly in local newspapers throughout Canada. They testify to the progressive merchandising methods which the hardware merchant applies to accessories, methods which he has proved helpful in connection with his hardware business. The number and value of displays of accessories in hardware merchants' windows and stores has also increased. Some novel means are employed by these merchants to the sale of accessories, gasoline pumps being used in many cases to attract motorists and then secure favorable attention for accessories through the medium of an effective window display, and extensive catalogs being used by others along with special literature sent to motorists on mailing lists etc.

### Prospects For Fall Trade.

With the approach of Fall and Winter everyone turns to the prospects of accessory trade during the coming season. In this connection there seems little doubt but that there is good grounds for believing the automobile industry and the accessory industry have recently undergone considerable stimulation. Many automobile and tire manufacturers are backing up their statements with actual figures of orders on hand and factory capacity showing that greater activity is now being experienced and guaranteed for some time ahead than has been the case for some months. This points to a stimulation of business throughout all branches of the industry, and the fact that manufacturers report an increasing demand for closed cars, it is evident that winter driving is becoming increasingly popular with Canadian motorists.

*Group of retail hardware merchant's advertisements typical of the manner in which retailers advertise accessories. These ads are all in large space used in local newspapers and each is a sample of effective layout and the generous use of illustrations. A great many seasonable lines for Fall and Winter trade are outlined, illustrated and described. These firms use such advertising in conjunction with their window displays and other selling effort to push accessories at this season of the year, realizing that many lines are required to provide for the comforts of motoring in the cool weather.*




*Suggestion for fall window display of automobile accessories featuring most popular lines at this time of year.*

Coupled with the substantial price declines which have recently been announced on various motor cars, comes a decreased price on the second-hand car. This has resulted, according to dealers, in a stimulation of second-hand car business in recent weeks, and when it is kept in mind that many such cars now purchased, whether new or second-hand, will prove good possibilities for the sale of certain accessories, business this fall should be fairly active in the accessory department.

A wide range of accessories lend themselves admirably to special effort at this time of year, for the comfort and pleasure of winter driving is a potent factor to make use of in advertising. The Fall and winter months are active ones for the sale of such lines as exhaust and electric heaters, robes, gauntlets, steering wheel warmers, windshield cleaners, running board mats and scrapers, radiator and hood covers, chains, tires etc. Then for the man who leisurely overhauls his car during the winter months there is a set of tools, gaskets, automobile enamels, etc.

**Helpful Ad Suggestions.**

In addition to the ads illustrated, some comments on other ads by hardware merchants dealing with auto' accessories may be helpful. An ad on oil by Carter Bros. Picton, Ont. says "To Car, Tractor and Motorboat owners; The life of your motor, the running of your motor and the money expended for repairs depends a great deal on the oil you use. Do you think it pays to experiment with some unknown brand or one of the "just as good" variety when you can come to us and get genuine——oil at the same price and in many cases at a lower price than inferior grades which are peddled through the country."

In announcing the new accessory catalog as ready for distribution, Sumner Co. Ltd. Moncton, N.B. states in its ad "If you are interested in the sale, care or driving of a car we are anxious that you should have one."

Another merchant advertising auto' finishes for the motorist who repaints his car during the winter months says "Paint-up time for automobiles. Just now, Mr. Average Motorist, you can spare the use of your automobile more conveniently than at any other time of the year. You have your engine looked over quite often to guard against depreciation. But nothing will cut the value of your car more than lack of paint. The body will rust and the wheels crack. We offer the best automobile paint on the market.

Let us show you how you can paint your automobile yourself!"

**Selling The Mechanic.**

In carrying out the campaign to sell the auto' owner a body finish for his car, sell him a whole outfit including sandpaper, paint cleaner, paint, varnish, brushes etc. so that you can tell him exactly what the job will cost and everything he needs to use to secure best results.

Some other ad suggestions are outlined as follows:—

"BE SAFE BEHIND ——LENSES. You cannot afford to take chances by following the confined rays of ordinary headlights. You must see the whole road and lots of it. You can do it with ——lenses. These lenses are made to increase the personal efficiency of the car driver and they help others to pass you on the road. Do not forget these points.

"BE IN SEASON WITH YOUR CAR. Your hands are cold—you need gauntlets. Your feet are cold—you need foot warmers; Your tires skid—you need chains; Your engine sputters—it needs attention; Your battery is weak—show it to us. We stock a complete assortment of seasonable accessories. Our lines are appropriate and practical.

"PROTECT THE NOSE OF YOUR CAR. Do not let the hood and radiator of your automobile go bare in cold weather. Protect the car's vitals with a cover that looks like a tailor-made job. We have the ——hood covers in all sizes. They keep your engine comfortable in all temperatures. They are adjustable with front window that opens and closes easily. No need to freeze with such as these."

"THE BUMPING DAYS ARE HERE. For self-preservation and courtesy toward others you should have a ——bumper on your car. The evenings are long. It rains frequently. The pavements and roads are slippery. Most everybody is skidding and slipping a bit. What more do you need than a bumper. For several reasons the ——bumper is good insurance."

## MUST NOW ISSUE INVOICES WITH ALL ARTICLES SOLD.

Winnipeg, Man.—Every retailer and wholesaler in Winnipeg has been requested by city ordinance, to issue invoices for all articles sold by weight, measure or count to purchasers, Robt. Ridd, manager of the city market and weigh-scales department told Hardware and Metal.

The new regulations are designed to give the department authority to check commodities sold in local stores to ascertain if purchasers get full value for their money.

Dealers already have been warned that the invoice system is to be established, and in order to give them time to prepare the invoices or selling slips, the depratment is suspending prosecution operations until next month, Mr. Ridd said.

The invoice system includes virtually every article sold over retail counters. Many dealers already issue invoices.

# High Price Peak Reached in 1920

Comprehensive Review of Trend of Hardware Prices Reveals Interesting Facts—Considerable Recession in 1920-21—Present Index Figures at 211 Compared With 100 in August 1914.—Inflation of Raw Materials During War Responsible For High Post-War Costs.

A COMPARATIVE list of prices on fifty staple hardware lines, indicates that the peak of high price levels, generally, was reached after the war and not during the conflict. This fact however, applies more strictly to manufactured goods, than to raw material costs, for in reviewing such quotations year by year it is evident that the inflation in the prices of raw materials during the war can be held primarily responsible for the higher levels prevailing on manufactured hardware commodities during the reconstruction period subsequent to the cessation of hostilities.

It is only natural that present quotations should be more or less frequently compared with prices existing during pre-war times, and this subject has been much discussed throughout trade circles. It is however only by a constructive table of prices which prevailed from year to year, that satisfactory and thoroughly comprehensive deductions can be made.

The preparation of such a list has been undertaken by Hardware & Metal with interesting results. Assuming that the natural law of reaction can be applied to prices on hardware goods, it might be concluded that the many recessions which have recently been recorded, merely constitute the beginning of the downward tendency in prices. A considerable portion of the path returning to pre-war standards of cost, still remains to be traversed if hardware prices are destined to revert to the levels existing in 1914, before the outbreak of the Great War.

All branches of industry, and particularly the various phases of the hardware trade are vitally interested in the trend of prices, and the probability of future declines or increases. It is however, upon a careful review of the past rise and fall in quotations, that deduction as to market inclinations can be based with any degree of precision.

**PERCENTAGES OF PRICE INCREASE.**

**Following is a table showing the percentage of price developments covering a representative list of fifty staple hardware lines. The quotations prevailing on August 1, 1914, are taken as the basis, and classified under the unit figure of 100. The rise and fall of prices on hardware from then until the present, can be traced year by year both by the percentage of increase and also through the various index quotations given below:**

| August 1. | Increase | Index |
|---|---|---|
| 1914 | unit base | 100 |
| 1915 | 9% | 109 |
| 1916 | 36% | 136 |
| 1917 | 92% | 192 |
| 1918 | 106% | 206 |
| 1919 | 105% | 205 |
| 1920 | 166% | 266 |
| 1921 | 111% | 211 |

### When Prices Soared

Contrary to general public opinion, prices on hardware commodities—as represented by the list of fifty staple lines contained in the list referred to—did not immediately soar upon the declaration of war. The records show that the percentage of increase in the average price during August, 1915, was only 9 per cent. over the level which prevailed one year previous. Two years after the outbreak of hostilities, Canadian hardware prices averaged an increase of 36 per cent, while the peak of high prices was actually registered during 1920, when the rising tide of price inflation attained a mark of 166 per cent over the standard existing before the war.

To what extent quotations have receded since this pinnacle was reached, is realized when it is considered that the average level prevailing during the first week of the present month still represents an increase of 111 per cent. over 1914 prices; or taking another viewpoint, is six per cent. higher than the average price of two years ago. A drop of one per cent. was recorded during the year following the armistice declaration from the 1918 level, but in 1920 an advance of 61 per cent took place, which constituted the high-water mark of hardware costs. During the last year, the average decline has amounted to 55 per cent. on the 1914 unit base.

The public demand for pre-war price levels is a clamor born of necessity, and a natural inclination based upon precedent.

International competition has in turn forced manufacturers to reconsider the changed industrial conditions brought about by the war, and countries where cheap labor and low production costs existed, have been cited as especially dangerous from a commercial viewpoint. The effort to bring about lower costs has therefore been more or less general, and the retail merchant has been forced, through circumstances over which he possessed no personal control, to act as the go-between with the desire of the public on the one side and the efforts of the manufacturer on the other.

### Lower Replacement Values.

Lower replacement values have also been a primary factor in forcing price reductions, and in the liquidation of high-priced stocks, all phases of the trade have suffered losses. In some centres of industry, the completion of the cycle from low to high and back again, is considered as inevitable. The length of the period over which any such prospective change would extend is plainly problematical, and dependent upon the degree of influence which existing cost elements produce from time to time. Considering the fact, however, that between five and six years elapsed between the low basis of 1914, and the highest level as represented by the 1920 figures, the same proportion of change applied to the reactionary movement would indicate that there has yet to register approximately another four years before pre-war price standards could be reached.

There is, however, a wide divergence between the ratio of costs on various articles, and the percentages referred to herewith cover the average figures computed from a number of lines. Certain products showed the highest range of inflation between the years of 1918-19, and have been gradually declining in value since that time. Others again are almost back to the pre-war standards at the present time.

Many statements have been made, either in the shape of announcements, personal opinions, or through advertising mediums, that 1914 prices are again in effect on various commodities. The truth of such assertions can be substantiated with dependable accuracy through comparisons of a similar nature as those outlined by Hardware & Metal on another page on this issue.

## Iron Output Increasing

Continued from page 168

June was the highest for any month during the present calendar year, the output rising to 64,103 long tons, an increase of more than twelve thousand tons over May, which was 52,001 tons. Direct steel ingots accounted for 62,339 tons as compared with 50,068 tons during the preceding month, and of this quantity, 62,190 tons was basic open hearth steel produced by the makers for their own use.

The total production of steel ingots and direct steel castings during the six months ending June amounted to 295,140 long tons, of which 284,197 tons was produced for use in further pocesses of manufacturing by the makers; the balance, or 10,943 tons was made for sale. By far the greater amount of steel made was produced by the basic open hearth process, the total for this item amounting to 282,648 long tons, of which 280,839 tons was in the form of steel ingots.

### Above Pre-War Average.

The average monthly production of steel ingots and direct steel castings for the half-year ending June 30, 1921, amounted to slightly more than forty-nine thousand long tons, the total output for the period being 259,000 tons. During the same months in 1920, the average production was ninety-one thousand tons, and the total, 547,000 tons. The June production this year is somewhat higher than the pre-war average.

### NEW PLANT FOR ASPHALT ROOFING.

The new firm of Toronto Asphalt Roofing Company have purchased a plant at Mount Dennis, just outside the city, and will manufacture asphalt roofing. The head office of the new firm is at King St. E., Toronto, and the officers are: J. W. Milne, president; J. J. Kelly, vice-president; J. Dugdale, treasurer; and F. P. Turner, secretary.

# Hardware Prices From 1914-1921

Table of Prices on Certain Hardware Staple Lines For First Week in August of Each Year From 1914 to 1921 Affords Interesting Comparison of The Much-Discussed Pre-War Price Levels With Those of The Inflated Period and Prevailing Quotations.

COMPARISON of quotations on fifty staple hardware lines prevailing since the first week of August, 1914—(which date will always be remembered as the commencement of the Great War) and the average price to the retail trade year by year until August 1921, adequately reveals the much discussed trend of hardware quotations during these eight consecutive seasons.

Nothing else will express in such a comprehensive and enlightening manner the startling and yet interesting price developments that have occured during recent years, than a close inspection of these important figures. The pre-war prices can be relatively placed alongside the figures representing the inflation due to war-time conditions; while the changes announced from time to time during the after-the-war-readjustment period,can be compared with current prices, thus showing the degree of inflation from the levels of pre-war days, and at the same time illustrating the ratio of recession since the pinnacle of high prices was reached.

Principally owing to the wide divergence in quotations on certain products which were in effect during these exceptional times, minute accuracy has been practically impossible. Therefore, in compiling the following table, it has been the endeavour to show the average market prices. The following prices are also intended to convey the cost prevailing during the first week in August of each year only, and are not a basis of the entire seasons' quotations, nor are they the yearly averages. The tables are fairly representative however, of the entire seven-year period and only in a few instances have prices' ranged higher or lower on specific goods than the figures shown below.

**Average Prices in Effect During 1st Week in August of Each Year.**

| Staple Hardware Lines | Unit | 1914 | 1915 | 1916 | 1917 | 1918 | 1919 | 1920 | 1921 |
|---|---|---|---|---|---|---|---|---|---|
| Axes, single bit | Doz. | $ 9 00 | $ 9 50 | $ 10 00 | $ 12 25 | $ 15 00 | $ 15 00 | $ 19 25 | $ 18 75 |
| Brass, sheet | lb. | 26 | 40 | 60 | 60 | 43 | 41 | 40 | 29 |
| Boards, wash | Doz. | 2 60 | 3 65 | 4 25 | 4 45 | 5 50 | 5 80 | 6 65 | 7 15 |
| Boilers, range (30 gal. std.) | Each | 5 00 | 6 50 | 8 50 | 13 00 | 14 00 | 11 00 | 15 00 | 8 75 |
| Canada Plate, ordinary 52's | Case | 2 85 | 3 25 | 4 50 | 10 00 | 9 50 | 7 35 | 13 00 | 8 00 |
| Cement, portland | Barrel | 1 85 | 1 85 | 1 85 | 2 40 | 3 25 | 3 25 | 3 25 | 4 05 |
| Chain, coil (½ in.) | Cwt. | 3 90 | 4 40 | 6 95 | 10 35 | 12 15 | 12 60 | 11 55 | 12 75 |
| Cord, sash (base) | lb. | 29 | 25½ | 33½ | 52 | 70 | 75 | 1 08 | 50 |
| Crow Bars | lb. | 04½ | 03¼ | 04¼ | 07½ | 09½ | 09½ | 11½ | 09½ |
| Grindstones | Each | 1 25 | 1 45 | 1 45 | 1 80 | 2 50 | 3 00 | 5 50 | 4 25 |
| Hammers, sledge | lb. | 06 | 06½ | 10 | 17½ | 17½ | 17½ | 19¼ | 16 |
| Hinges, strap (4 in.) | Doz. Pr. | 1 14 | 1 03 | 1 48 | 2 40 | 2 70 | 2 63 | 2 25 | 1 95 |
| Iron Bar (base) | Cwt. | 2 00 | 2 15 | 2 90 | 5 25 | 5 25 | 4 25 | 6 00 | 3 50 |
| Irons Sad (polished) | Set | 78 | 85 | 85 | 1 70 | 2 25 | 1 85 | 2 20 | 2 18 |
| Lawn Hose (½ in.) | ft. | 13½ | 11 | 12 | 14 | 17½ | 17½ | 23 | 19 |
| Lanterns, hand | Doz. | 7 00 | 7 25 | 8 00 | 12 00 | 12 50 | 12 50 | 15 00 | 12 00 |
| Lantern Globes (Cold blast) | Doz. | 50 | 60 | 60 | 1 10 | 1 05 | 1 05 | 1 05 | 1 65 |
| Metals, Ingot Copper | lb. | 14½ | 21 | 28½ | 34½ | 31 | 27 | 24 | 17½ |
| Metals, Ingot Tin | lb. | 34 | 43 | 42 | 63 | 1 30 | 60 | 57 | 37 |
| Metals, Ingot Lead | lb. | 05¼ | 07½ | 08½ | 13 | 11 | 08 | 10½ | 06¾ |
| Metals, Ingot Spelter | lb. | 05½ | 23 | 13 | 11 | 10½ | 11 | 10¾ | 07 |
| Metals, Ingot Antimony | lb. | 08½ | 40 | 20 | 20 | 20 | 11 | 10½ | 09 |
| Metals, Ingot Aluminum | lb. | 19 | 40 | 66 | 64 | 50 | 35 | 37 | 29 |
| Machines, washing (hand) | Each | 3 50 | 3 75 | 4 00 | 5 13 | 5 67 | 7 10 | 10 20 | 8 92 |
| Nails, wire (base) | Cwt. | 2 25 | 2 35 | 3 70 | 5 45 | 5 30 | 4 70 | 6 40 | 4 30 |
| Nails, cut (base) | Cwt. | 2 50 | 2 70 | 3 40 | 5 75 | 5 65 | 4 75 | 7 50 | 5 20 |
| Gasoline | Gal. | 18½ | 14½ | 32 | 32 | 33 | 32 | 40 | 33 |
| Coal Oil | Gal. | 15½ | 14 | 13½ | 16 | 20 | 22½ | 29½ | 18½ |
| Oakum, plumbers | Cwt. | 3 50 | 4 00 | 7 50 | 9 50 | 10 00 | 9 00 | 9 50 | 7 50 |
| Paper, tar, No. 1 | Roll | 95 | 95 | 95 | 1 10 | 1 10 | 1 10 | 1 65 | 1 35 |
| Fibre, tarred No. 1 | Roll | 62 | 62 | 80 | 1 25 | 1 25 | 1 25 | 1 75 | 1 45 |
| Felt, tarred | Cwt. | 2 10 | 2 10 | 3 50 | 3 30 | 3 50 | 3 90 | 5 70 | 4 85 |
| Picks, clay (7 lb.) | Doz. | 4 40 | 3 50 | 5 25 | 10 00 | 12 25 | 12 25 | 13 50 | 11 00 |
| Pipe, Galv. (1 in.) | 100 ft. | 6 03 | 9 10 | 10 29 | 15 22 | 15 56 | 15 98 | 17 77 | 16 66 |
| Pipe, lead | lb. | 07½ | 09½ | 13 | 19 | 15 | 12½ | 17 | 12½ |
| Roofing (2 Ply) | Roll | 75 | 75 | 1 05 | 1 80 | 1 95 | 2 10 | 2 18 | 1 93 |
| Rope, pure Manilla (base) | lb. | 15 | 16 | 22½ | 37 | 39 | 34 | 35½ | 23 |
| Rope, cotton (base) | lb. | 24 | 22 | 29 | 47 | 75 | 76½ | 92½ | 37 |
| Sheets, corrugated (28 Ga.) | Cwt. | 4 00 | 4 50 | 5 50 | 8 95 | 9 00 | 8 25 | 12 00 | 7 55 |
| Sheets, black (28 Ga.) | Cwt. | 2 70 | 2 90 | 4 00 | 10 00 | 8 25 | 6 00 | 10 50 | 5 75 |
| Solder Bar | lb. | 27 | 30 | 28½ | 40 | 60 | 37 | 35 | 26 |
| Sash Weights, solid | Cwt. | 1 50 | 1 60 | 2 00 | 2 85 | 4 00 | 3 25 | 5 10 | 3 50 |
| Steel Wire, bright base | Cwt. | 2 30 | 2 30 | 4 25 | 6 50 | 6 25 | 5 00 | 6 00 | 4 30 |
| Screen Wire, cloth | 100 sq. ft. | 1 55 | 1 55 | 2 25 | 3 25 | 3 50 | 3 50 | 3 60 | 3 50 |
| Clothes Wringers (11 in.) | Doz. | 37 80 | 37 80 | 42 58 | 52 80 | 55 44 | 62 55 | 92 00 | 73 50 |
| White Lead in Oil | Cwt. | 8 65 | 10 60 | 13 95 | 19 00 | 17 25 | 16 35 | 20 35 | 14 95 |
| Linseed Oil (Raw) | Per gal. in bbls. | 63 | 67 | 85 | 1 44 | 2 20 | 3 30 | 2 17 | 97 |
| Turpentine (in bbl.) | Gal. | 70 | 66 | 69 | 63 | 1 00 | 1 95 | 2 65 | 95 |
| Mixed Paints, colors | Gal. | 1 90 | 2 30 | 2 50 | 3 30 | 3 75 | 4 80 | 5 30 | 4 10 |
| Putty | Cwt. | 2 60 | 2 70 | 3 00 | 4 35 | 5 55 | 6 45 | 7 60 | 7 05 |

# Year 'Round Activity in Toy Dept.

*Hardware Merchants Find Educational Appeal is Effective in Sale of Toys—Some Facts Concerning Best Type of Toys for Children of Varying Ages and Temperaments—One Firm Gets Picinc Trade in Prizes—Boosting Toy Sales at Christmas Time.*

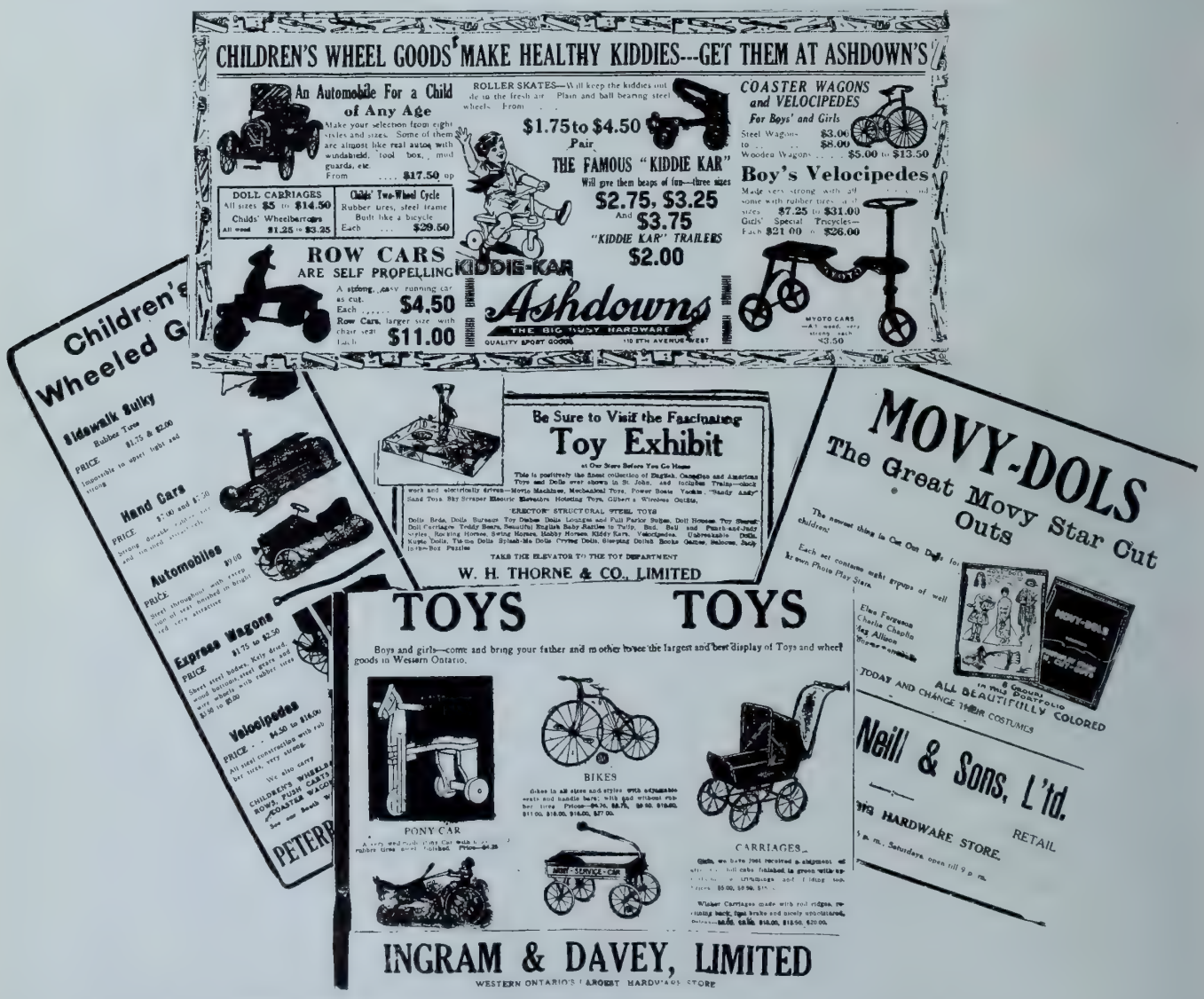
THOUGH at first introduced into the hardware store as a special line for Christmas gifts, toys have now become an important part in the year round business of many merchants in this branch of trade. The tendency seems to be in some stores to extend the sporting goods department to include toys as they really belong to this department.

In developing toy business the hardware merchant is keeping in mind the fact that the store of today is not an institution for the day only. It is something that is built to last and merchandise that attracts the younger generation builds for the future. Many merchants who have tried out year round toy departments have found them a source of direct revenue and a source of indirect revenue in that they bring to the store many people who would otherwise have gone elsewhere.

The desire of children for toys is not a one-season matter. They have the desire at all seasons of the year and it has been the arbitrary dictates of parents that has developed the idea of Christmas and birthdays at the only logical seasons when it is permissible to give toys as presents. This attitude, fortunately, is fast disappearing. Today we have a very different condition of affairs. Research and experiment along psychological and educational lines has brought to light many facts in regard to the development of the child mind of which our grandparents were sadly ignorant. Today we have learned that what the child desires is often the thing which is best for him to have.

### Educational Value of Toys.

The number and variety of toys provided for our children is a source of wonder to the intelligent observer, and one of the strongest arguments for the sale of many of these toys today is their value from an educational standpoint.




*A few of the local advertisements of retail hardware merchants devoted to toys for children. Peterboro Hardware Co. Peterboro, Ont. advertise a number of articles of wheeled goods for children. Ashdown's of Calgary, Alta. show a wide range of toy lines of interest to children who like the out of doors. Some other lines are shown in the ads of J. S. Neill & Sons Ltd. Fredericton, N.B and W. H. Thorne & Co. St. John, N.B. A number of educational toys are featured in the latter ads.*

*A wide selection of toys is seen in this department of a hardware merchant's store. The stock is arranged on comparatively low tables and within easy reach of the children. As in the case of grown-ups it is found that letting the children handle the goods more than offsets in returns any breakages or other damage from this cause. This department is an active spot at any time of year and particularly when summer picnics are in progress when there is much call for prizes, and at Christmas.*

This is a point which might well be mentioned in the hardware merchant's advertising and other effort at toy selling. In order to conscientiously recommend toys for their educational value the merchant must be convinced himself Following are a few facts which every parent should be made acquainted with. The hardware merchant will find them useful in guiding the effort behind the toy department in the direction which will result in best returns.

The child's education begins in the early months of his life and as he emerges from the passive to the more active state of his being toys begin to play an important part in the educational provess. A visit to the kindergarten and lower and intermediate grades of a progressive public school will show to what extent toys are utilized in the education of children.

Toys if carefully chosen with regard to the age of the child lead to constructive effort. They may develop the instincts of unselfishness and co-operation. They may kindle the imagination, lead to a contented frame of mind and lay the foundation for stability of character. Toys may engender the sense of care, thoughtfulness and responsibility and they may lead to the development of the most valuable instinct, the protecting instinct.

The ideal toy is one that absorbs the child's activity, physical and mental. It must be entertaining to a high degree in order to possess the highest degree of educational value.

The normal child is incessantly active. He must be doing something. That's at the bottom of so much mischief. If a child is not supplied with employment for his superabundant activity he is bound to find an outlet somehow and often in a manner which does not meet with the approval of his elders.

**Educating the Parents.**

Mothers should be taught that if they provide their children with proper toys and the place in which they can actually be used, that they will be obliged to spend infinitely less energy and time in pulling them out of mischief and punishing them.

Sand toys, even the simple pail and shovel, where there is opportunity for their use, are valuable in providing a legitimate outlet to the little one's activity. Blocks suitably adapted to the age of a child are a stimulating incentive to play by means of which the child gains many ideas.

Crayons, paints, drawing paper and blunt scissors afford both an outlet for activity and self expression, and a means of profit for rainy days and hot summer vacation hours.

Garden and carpenter tools are excellent toys if there is a plot of ground where the child may play at gardening, and wood and nails on which he can work or he will be likely to dig up your choice plants or hammer the mahogany chairs.

Wheeled vehicles and games of all kinds for outdoors and indoors are all excellent types of toys for energy absorbers.

These statements are not mere conjecture; they are established principles and they form excellent material for advertising copy and suggestions for window displays which will increase volume of business in the toy department.

Toys which contribute in the largest measure to the entertainment and happiness of children have a permanent worth, and, therefore, from whatever point of view you approach the question—social, economic, or educational will pay a large interest on your investment.

A number of Canadian hardware merchants have applied the principles outlined and found they have produced good results. It is not difficult therefore to find in all sections of this country hardware stores which have active toy departments enjoying an all year popularity

**Inviting Kiddies In After School.**

One hardware firm in St. John N.B., claims to have the largest toy department and the heaviest toy stock of any store in Eastern Canada. Excellent facilities are provided for the kiddies to try out velocipedes, rocking-horses etc. and during the

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# Fall Stove Selling Suggestions

**Stoves and Ranges Fill Important Place in Home and Selling Talk Can be Based on These Points—Winning Women's Trade in Stoves Helps Other Lines Too—Arranging the Stove Department, Floor Displays and Suggestions for Sales Talk.**

*An authority on the stove question has said "Probably no one article of utility in the home is of greater importance than the cook stove or range. It is continually in use morning, noon and night, on every day of the year. Upon its good working qualities depend the comfort and pleasure and oftentimes the health of every member of the family.*

*In view of the close relationship which the hardware stock bears to the comfort of the home, it should therefore be a simple matter for the merchant to put across his most potent selling arguments in connection with the sale of stoves, ranges, etc. There are some very helpful selling suggestions for the stove department in this issue and it is worthy of careful reading.*

NOW is the time to be laying plans for an active fall and winter campaign on stoves and ranges. There are doubtless many practical hardware merchants of the old school who, cherishing high ideals, view with regret the encroachment of side lines upon what they term their legitimate hardware domain but, after all, the hardware merchant is in business primarily to make a living and in these modern times the man who does not adapt himself to the shifting changes and evolutions must eventually give way.

The profitable handling of stoves and ranges requires a certain amount of skill of the very kind that the hardware merhant possesses, and since it is a perfectly honorable business and administers to a legitimate public demand there is no reason why any hardware merchant should not take up the line. Probably no one article of utility in the home is of greater importance than the cook stove or range. It is continually in use, morning, noon and night, on every day of the year. Upon its good working qualities depend the comfort and pleasure and oftentimes the health of every member of the family. In this connection it is well for the small merchant to remember that he occupies a place, a very important place, in the business field, in most instances a place that the big store cannot fill.

This type of merchant has his own local trade and besides, there is a large buying class that knows and likes him and prefers to trade with him if he will only let them know what he has to offer in stoves and ranges that are good and serviceable.

The people who become acquainted with you and your store and get to know and like you soon become regular, steady, profitable customers. Not only that, but they get to talk about you and your stoves to their friends and neighbors and in that way help wonderfully in building up a stove business.

Conditions in the stove trade have improved very greatly during the last few years, and those who give attention to certain principles, inseparable from a stove business handled in the right way, have found it a very profitable department of their store.

Every small store has something that another store lacks. Some small community or neighborhood stores have more advantages than others—it may be your locality, your store service, a feature of display or some special line of stoves for which you have the sole agency in your locality.

There is hardly a merchant who will not confess that there is considerably more business for him in the community than he is getting. To get this more business requires not primarily more capital, but rather more knowledge of one's community, its wants, needs and desires, and then ways and means of getting it into the store to look and buy.

### Win Women's Trade.

The stove department of your business can be made not only to produce a direct profit on the actual sales made, but, if intelligently and skillfully handled, it will serve the purpose likewise of attracting women to the store. If the line stocked is first class and appeals to customers, the latter will have confidence also in the house furnishing goods which you stock.

Women are competent judges of stoves and ranges, but, from the very nature of things, they cannot be good judges of tools and cutlery. These latter they are obliged to take largely, if not entirely, upon faith in the dealer who furnishes them.

But just as one judges a man's whole character by those outward words and acts which are easily intelligible to all, so the women will instinctively form their opinion of your hardware stock, by the quality of your stove and the satisfaction it gives. The line may be made to advertise your regular stock, which, after all, constitutes the prime business of the hardware merchant, to whom stoves and ranges is an appropriate and very profitable sideline.

### Sell Standard Lines Only.

The hardware merchant should handle standard makes of stoves, in a range of both high and low priced goods if necessary. No dealer can do well with poor stoves anywhere.

The beginner should study the needs of his territory and confine himself to supplying the principal demand rather than to try to catch the stray customer, who wants something much out of the common run.

The one way to build up a profitable stove trade is to get a legitimate profit and sell the best standard grades. A prominent western dealer, who has been selling stoves for nearly a quarter of a century, attributes his success largely to carrying standard lines of stoves and continuing from year to year in advertising and pushing the same lines.

During all this length of time he has carried but one make of gasoline stoves, two makes of gas range, one make of base burners, and two makes of steel ranges.

### Select a Quality Line.

Don't think because you live in a small town that a cheap line will be good enough. Our big captains of industry are men who have always planned ahead.

If you put in a cheap line, one of your competitors may wake up, and by going you better on quality install a high-grade line that will throw yours completely in the shade.

By putting in a cheap line, you give him an incentive to do this very thing. Take a long look ahead. Remember, in selling stoves and ranges you are not merely building for the present, but also for the future.

To the wide-awake dealer the stocking of a line of stoves and ranges is a hard-headed, long-headed business deal—a purchase for the future as well as the present

### A Stove Department.

When the line is settled upon, pick out a man to take charge of the department. Get the best man you can find, and make him responsible by giving him full charge.

In the large hardware stores in towns and cities, the volume of stove business is usually large enough to allow it to have the attention of one man practically all the time.

He should have practical experience and be in a way a stove expert, and able to answer all questions and give proper advice on heating subjects to the customer, as well as seeing that all stove complaints are properly taken care of.

In the smaller stores, of course, it is usually impossible to have one man devote all of his time to the stove end of the business. In such cases it is not a bad idea to put the care of the stove department up to one particular clerk, who will give all the attention he can to it, and become the stove expert of the store, studying all the time to become thoroughly posted on the stove and range subjects.

If you put your stove department into the hands of a young fellow who is bright and intelligent, make his bread and butter dependent on the success, and encourage him all you can, you will find, if your man is any good, the stove department will begin to show results right away.

Make the manufacturer of your line tell you all there is to tell; make him give you all the information he can, for the better posted you are the more faith you will have in the stoves and the harder you will push them.

All this means more stove sales, more business and extra profits for you.

### Floor Displays.

The hardware merchant who contemplates making a success with his stove lines will keep his stoves and ranges well polished, realizing that a stove or range clean, and well polished, is half sold. With this line, like any other specialty, it pays to make the stove look its best—make it so necessary and desirable that the cus-

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# News of Western Canada

# Make Sales Direct from Display

*Western Hardware Co. Ltd. South Edmonton. Alta. Believes in Having Display Advertise Fact That Goods are Being Sold—Carrying Complete Housefurnishings Stock—Window Displays Most Effective Advertising—Free Air Helps Gasoline and Accessory Sales.*

*A wide range of chinaware, crockery, enamelware, aluminumware, tinware and other housefurnishings lines is revealed in this view of a section of the Western Hardware Co. Ltd. store in South Edmonton, Alta. This firm pays close attention to lines in most popular demand and sees that well assorted stock of requirements is placed where customer may see and handle it. Note the four shelf pyramid style display tables which do not hide the stock on the lower shelves. Prices are shown prominently on the goods and there are few customers who wander in and out among these tables who do not find something new in the way of utensils. The shelf hardware stock is shown by means of samples affixed to drawers. Part of the furniture stock is shown at the rear including beds, mattresses, dressers etc.*

BY always dealing fairly with the public and offering its merchandise at reasonable prices, the Western Hardware Scona Ltd., Whyte Ave., South Edmonton, Alberta, has gradually grown until at present it is one of the leading hardware firms in Western Canada.

The members of the firm, Messrs. E. Wankel and J. J. Barr, are not only pioneers in the West, but also are pioneers in the hardware business of Western Canada. They started business nineteen years ago, in Manitoba, under the name of Wankel and Barr, and continued there until 1909, when they moved to Strathcona, Alberta and continued the business under the same name.

In 1916 they entered the store which they now occupy but carried on the business under the name "Western Hardware Scona Ltd. At that time they carried only a restricted stock, but with increasing business they added first one line and then another until at present they carry all kinds of hardware, furniture, crockery, auto accessories, etc.

**Mixed Trade**

The trade which the firm obtains is drawn from both city and country, and the great expansion in business which it has enjoyed is due to the fact that they have won the public confidence by their fair dealings.

The floor space occupied by the firm is 66' x 120', and with this space at their disposal it is possible to display their merchandise to good advantage.

The photograph shows one side and corner of the store in which crockery, aluminum and some furniture are quite prominent.

**Windows Best Advertiser**

The firm is a strong believer in advertising and do their advertising in three ways: (1) The press (2) Large window displays (3) By having large signs placed in conspicuous places along the country roads. Of these three methods, the firm finds that the window display advertising is the most effective, although they do not belittle the beneficial results obtained from the other methods. The company is well situated to use window displays to advantage inasmuch as they have very large show windows, being over one hundred feet long. Above the plate glass, which is at least nine feet high, are small windows, which give a good effect to the appearance.

**Show the Prices**

In advertising in the windows and throughout the store, the firm finds it advisable to have the prices placed in large figures on the various articles. They also believe in the policy of making sales direct from the window, as by so doing, the people who pass the store have their attention drawn to the fact that certain articles have been sold since they passed, or they may see the sale being made, and in that way the goods receive a certain amount of advertisement. To use the words of Mr. Wankel, one of the members of the firm, "I have seen a window sold out in less than fifteen minutes."

Instead of keeping a truck for delivery, the firm finds it more economical to let one of the transfer companies in the city do their delivery work.

**Complete House Furnishings**

Certain lines of furniture are handled by this firm, and they are found to work well with the sales of other household requirements. In this department phonographs are handled along with a good selection of records. So complete is the house furnishing, and other departments of this business that this merchant can completely furnish a house, sell the bridegroom the travelling bags and trunks, and in due season supply the kiddies with waggons and various toys required.

In connection with auto' accessory trade, which is active in this district, this firm operates a gasoline tank at the curb, and free air is supplied. A specially constructed rack displays a stock of accessories and car parts in a prominent location.

Speaking generally, Mr. Barr stated to Hardware & Metal that business is good, that crops in that section have been consistently good for some years. It is the aim to carry complete, well assorted stocks, so that every opportunity may be taken for sales, but before so stocking, every endeavor is made to ascertain the particular requirements of the store's customers.

# Western Conditions Warrant Optimism

## So Says George Henderson, President Brandram-Henderson Ltd., Montreal, on Return From Western Trip—Building Active in B.C.—Influence of Paint Campaign.

INTERVIEWED regarding conditions in the Western Provinces on his return from a trip through British Columbia, Alberta, Saskatchewan and Manitoba, George Henderson, president Brandram-Henderson, Limited, stated to Hardware and Metal that present indications warranted a fairly optimistic outlook, the crops promising well in most sections.

"Commencing with British Columbia, for that was really the starting point of my trip, I found an encouraging amount of activity in the building industry. In the City of Vancouver I believe there is more building under construction than in any other centre I have seen. People have said to themselves 'We can now buy lumber cheaper perhaps than we will be able to in the future' and have gone ahead building their new homes that are in such need in that city, as well as all other Canadian centres," said Mr. Henderson.

"In the outside districts business did not seem perhaps quite so brisk in this regard, but taking the province as a whole, British Columbia was passing through this temporary period of depression very well," he continued.

This was particularly encouraging, as was pointed out, the province was largely dependent on its productive ability in its three industries, namely, the lumbering industry, salmon fisheries and mining. And there was a time, not so long ago, when some thought that British Columbia would make a slower recovery than other provinces because the lumber industry was suffering, minerals had been undergoing an easier market with reductions in prices, also the fish canning industry.

**Keen Competition in Paint.**

With regard to paint, Mr. Henderson stated there was very keen competition in this province, thus advertising has been carried out on an extensive basis, sign boards displaying a paint message were plentiful, and Vancouver itself was well placarded by the different paint interests. These have been fruitful, however, as a good amount of painting was being done.

**The Province of Alberta.**

"While I did not go into the northern part of Alberta, where reports state the crops have not suffered as badly as in the South, and the Peace River District has wonderful prospects, I believe in south Alberta the recent torrid heat and drought has had more ill effects than in any other section of the West," Mr. Henderson stated.

In Calgary some cessation of business activity was noticeable, probably due to the prospects of poorer crops than might be expected. This condition was no doubt in a measure also attributable to the fact that the Alberta election campaign was in full swing.

**Saskatchewan and Manitoba.**

"If we could call Saskatchewan and Manitoba 'the Western Provinces' we could say the West will this year produce a crop well above the average. From present indications, and there is really nothing now to hinder, these two provinces will enjoy a bumper crop. I spent a few days in Winnipeg before returning and found here, as in all other centres, much painting being done," said Mr. Henderson.

## Pointers for Stove Selling

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been led to look at models just because of their clean appearance. A customer, moreover, can try the various parts without getting dirty. Some may hold that purchasers do not mind getting a little dirty over a stove deal. Perhaps they never do protest against this, but they are impressed when they find they can make a careful investigation without getting hands or gloves at all soiled. It pays to impress people that way.

There may be a difference of opinion on this point, but some have found it advisable to carry one make of stoves and one make only. In such a case, the dealer would do well to hold this one line before the people as the only line made. He must have faith in it himself and show this by guaranteeing the stoves. Always he should install the stoves and make every effort to see that they are working properly. Any complaint has only to be made once. He then should make it his business to send immediately to see what the trouble is and to rectify it.

All this means a good deal of work, but it surely does pay. Women are most interested in stoves, and as everyone knows women discuss their household affairs with one another. Evidently they tell one another of the care which the dealer takes of the stoves he installs, for several have mentioned hearing of this from a friend.

**List of Prospects.**

The benefits of keeping a list of those to whom stoves are sold is apparent. This is done not only that the dealer will know when a stove was installed, and what model it is—facts which are of value in making the repairs which may be necessary in the future, but also because this list affords one more way in which the dealer can show his faith in the article which he is trying to sell. A woman is doubtful about making a purchase. "Do you know Mrs. ——?" she is asked. "She has one of these models and seems thoroughly satisfied." Now the woman will go away and ask Mrs. —— about her stove, and hearing that it has given perfect satisfaction she will come back and make her purchase.

Even if the prospective purchaser does not know immediately any of the purchasers of models, she will know of them, and the fact that these have bought makes it seem more likely that she will get satisfaction from a purchase, too.

But all the stove sales can not be made by work inside the door. The dealer must advertise in order to get results. It is best to send letters to people whom he knows will need new stoves. He should make it a point to find out these prospective purchasers. In all these ways trade has been secured, but first, last and all the time, it is necessary to give the stove itself a chance—give it the space and light which it needs to advocate its own cause.

# A Save the Surface Department

**Montreal Firm Has Changed Paint Department to "Save the Surface" Department—Innovation Helps Impress Customers With Real Value of Paint—Linking Up With National Effort Helps Paint Trade.**

*The "Save the Surface" Department of a Montreal retail firm which gives some ideas as to how such a department may be conducted successfully. The manager of this department is enthusiastic over the value of linking up with national effort and says the new name of the department has done much to impress upon customers the real value of paint. Note the demonstration of the effect of the use of varnish. Stocks are arranged neatly on small tables with prices shown prominently.*

THE public to-day are buying paint, whether applied by the painter or by the amateur himself. It really seems as if the doctrine of "save the surface" and "clean up and paint up" have made an impression on the public, that they have been galvanized into action in an entirely unexpected way. Many retail dealers report business is better than it has been since before the war. They are rapidly reducing their surplus stocks and sending for temporary help from the manufacturer and jobber." This is the summary of present paint conditions taken from the viewpoint of the retailing trade, as they appear to one who is familiar to all branches of the industry. The question the retailer might ask himself is: "Am I getting my share?"

Walking into one of Montreal's retail stores, which is recognized as having one of the largest paint departments in the city, and enjoys a paint trade that is worthy many times over of the floor space it occupies, Hardware and Metal was informed that modern sales methods, timely displays, proper advertising and a thorough knowledge of all lines have been the means of attaining the custom they now have through the paint section of their store. They are getting their share.

**Paint Man as Manager.**

The manager of the paint department is a man who is thoroughly acquainted with the goods he is selling, having had a wide experience particularly in selling over the counter. By devoting his entire time to his section he is able to have a total supervision of the department under his charge. In the quiet periods of the day arranging and re-arranging his stock to suit the seasonable demand, having his shelves sorted (but not overloaded) to meet the needs of his customers, and his personal attention to the many paint demands throughout the shopping hours, places him in a position to show profitable returns to his employer.

**Paint Messages as "Leads."**

On entering the store the customer is at once acquainted with the fact that a paint stock is carried. Confronting him at either entrance is a paint sign announcing the line of paints and varnishes carried, and mentioning a particular line. Following along the main floor, the beams along the ceiling are also used to convey some message pertaining to the buying of paint or sundries. These have proved of great value, as explained by the manager, his department being located at the rear, they were a "lead" to the people as they entered the store.

**Timely Displays.**

The purchaser is lead to the department itself and here is where he must see what he requires, at least it is there if he will only look. Placed in front of the shelving, with space allowed between to allow inspection of the cans, are display racks loaded with house paints, porch and deck paints, floor paints, varnish stains, cold water paints, etc., etc. A card is placed on each display explaining the line, and for what adapted, also including the colour chart of the shades carried. These displays not only give the section a business-like appearance, but are invaluable to the salesman in the busy hours, when he can wrap up the can from the stand rather than having to walk to the main stock for it. In the mornings the stock is again replaced and ready for the days trade.

The shelving itself occupies two sides of the department, one side devoted to mixed paints and their sundries, while on the other side are the cold water paints. Directly in front of this is the brush display which includes a Silent Salesman showing samples, the stock of which is immediately behind in their boxes, easily accessible when the brush sale is made.

**Proper Advertising Includes, "Save the Surface and You Save All."**

As above mentioned, proper advertising is considered very essential, and the linking up with the selling argument "Save the Surface and you Save All" is included in all advertisements both inside and outside of the department itself.

This is demonstrated by the use of the largest and most prominent sign in the section. Right across the centre beam, and in line with the eye from any angle, are the words, "Save the Surface and you Save All" in black letters on a yellow background. Coupled with this are smaller display cards, and colour charts announcing the now well known slogan of the paint industry. The revolutionizing of this department into a "Save the Surface" department has meant using the words on paper, and employing the real meaning and the true facts it conveys, in selling the customer.

"What was your chief reason for adopting the "Save the Surface" idea into your department?" asked Hardware and Metal.

"To link up with our manufacturers in their national advertising, believing as we firmly do, that extra benefit will be derived by us through this alone,' was reply.

"But apart from this, the truth of these words "Save the Surface and you Save All" cannot be too forcibly brought home to the public. It offers real meat for the hardware man for his selling policy."

"Paint beautifies, every individual realizes it. If the house-wife wants a quart can of floor paint you can depend she is using it to beautify her floors. If Mr. Smith inquires the price of paint, he is thinking of painting his home, you can rely on it that Mr. Smith is thinking of "beautifying" (although perhaps he has heard or seen "Save the Surface and you Save All"). The fact that paint improves the appearance of the surface has been the chief reason for painting, it has been the mainstay for increased sales from the paint shelves. However there now comes a new paint selling argument, and we use it wherever possible. It can be applied to any paint and to all sundries from the one gallon can of outside paint to the midget can or bottle of aluminum paint that will prevent rust on water pipes and hot air furnace pipes."

**"Save the Surface" Department.**

This manager's advice to other retailers is as follows:—If you have a card or sign in your store reading "Paint Department" change it to read "Save the Surface Department. If there is space above your paint shelves on the wall of your store that is at present not utilized, paint it yellow or red and inscribe "Save the Surface and you Save All" in prominent red or black letters.

Have you received your transparent window signs from your paint manufacturer? Write in for them and ask them to include counter cards and window trim with the slogan across the top or in the corner. They have them and will be glad to furnish you.

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busy seasons it is necessary to have a staff of no less than eight salespeople on the floor all day long. This firm has encouraged children to look upon the toy department as a playroom and it is surprising the number of children who wander into the store on their way from school. Feature window displays are frequently used in connection with toys. For instance a display which appealed to the military spirit engendered by the war and which resulted in selling all the toys of a military nature in stock, consisted of a layout of a model camp with hills, rivers and streams. Soldiers of all nations were shown with their guns, tents, aeroplanes etc.

One important branch of this firm's business in toys is the supplying of fairs, picnics and outing clubs with prizes. Every week in the summer sees a number of such events and special effort is made to secure such business. Arrangements are always made to give credit for goods returned in good condition, in view of the fact that requirements cannot always be anticipated.

Christmas time is of course a big affair in the toy department of this and other stores and Santa Claus delivery of goods on the day before Christmas is one of the unique plans carried out. Educational toys are found to be very popular in this store's trade. These include building sets, wireless telegraphy outfits, typewriters and manual training benches etc. Electrical toys are always in big demand for those boys who are mechanically inclined.

**SELLING CREAM SEPARATORS**

**An effective window display for the sale of cream separators as recently arranged by a hardware merchant, consisted of securing from a local creamery a number of cancelled cheques which had been given in payment for cream to local farmers who used cream separators, using along with the cheques a number of interesting letters from cream separator users, telling how they liked their separator and its advantages. The separator was placed in the centre of the window surrounded with panels on which the cancelled cheques and letters were pasted. Display cards called attention to the panels. Ribbons were run from the display cards to the cheque or letter referred to. The cheques selected for the display were for large sums and they made a deep impression upon passers-by. Numerous inquiries resulting from the display furnished a good prospect list for following up.**

# The Brush Department

## Good Brush Outlook

### Light Summer Trade Expected to be Followed With Gradually Improving Trade During Fall and Winter—Acquainting Customers With Wide Range of Helpful Brushes Provided for Their Use.

DEALING with the outlook for fall in the brush trade, C. M. Farringer, The Boeckh Co. Ltd. stated to Hardware and Metal that while summer trade in brushes has been somewhat light, this firm is looking forward to a gradually improving trade during the fall months.

"The stock of brushes carried by the majority of dealers is at the present time pretty well depleted" said Mr. Farringer and most of them have been ordering only in accordance with their actual requirement, but we are now beginning to receive orders which indicate that the dealer is looking a little further into the future and that he intends to be ready to supply goods which certainly will be in demand during the coming season."

In recommending means to increase brush sales during the fall and winter months it must be kept in mind that in these circumstances now prevailing it is necessary to take advantage of every selling help which can be applied. Steps are being taken to stimulate paint trade during the coming months, and in order to cash in on this trade to the greatest extent the merchant should plan to link up the brush department with the paint department and see that every customer for paint recognizes the true value of having the right brush to apply it.

Apart from paint brushes there is the wide range of household and other brushes designed for assisting the cleaning and polishing. With Fall housecleaning under way the merchant might well arrange a display of various lines pertaining to this operation emphasizing the various brushes designed to assist this work. Many housewives would be only too glad to know of certain brushes which help to clean inaccessible parts of the house, for housecleaning is a laborious job at best. The man of the house too is anxious that his wife's work should be facilitated as much as possible and he will be a ready buyer if appealed to in this manner.

A study of the various types of brushes and what they will accomplish will be a big help to the merchant in recommending them. It might be well for him to arrange a neat showcard setting forth the difficult places which can be reached by the use of certain brushes. The brush stock itself should be arranged in a prominent location, special sections set apart for the various types. The merchant who follows this plan may himself be surprised to see what a wide range of labor-saving brushes are offered. It will certainly impress the customer and if placed where he or she may handle the brushes easily they will be more anxious to own them. Prices should be shown prominently and the stock sold from samples in order that the sample rack may at all times present a fresh appearance and so there will be no depreciation in value of stock carried due to it becoming shopworn.

# Features of 1921 Paint Trade

**Many New Outlets Created for Paint Products—Price Trend Prior to War and Since, Very Similar to That of Civil War—Gradual Downward Trend Predicted for Next Few Years—Charts Show Drastic Price Fluctuations on Paint and Paint Products.**

(Written for Hardware and Metal by R. H. MONK, Vice-President McArthur-Irwin, Ltd., Montreal)

PERHAPS the outstanding and most characteristic feature of this year's trade is the effect that the Save the Surface Campaign and other factors have had on paint consumption. New outlets have been created for paint products, and much more paint than ever before has been sold for its preservative value.

The country as a whole needed paint. It is safe to state that 75% of the buildings erected previous to 1914 required a fresh application to prevent deterioration. The effect in a nieghborhood of houses when one enterprising citizen decided to repaint his house can easily be estimated—the example spread from owner to owner, and very soon every adjacent house followed the lead of the first one. What happened in a row of houses became general to the village. The influence of the village spread throughout the Province, and is becoming so general that a great national trade is being developed that will not exhaust itself this year, or next year, but will continue for a long period. Mental suggestions created much of this paint trade.

### Stocks Kept Low.

Throughout the country this spring, stocks of paint were kept at their lowest point by the dealer. The consequence was, that a demand of any size found the dealer unprepared to supply it quickly. The manufacturer was inundated with requests for express shipments, and it is an evidence of the insistence of the peoples' want, that even with this handicap, the trade in paint products of all kinds has outstripped that of any previous year. The one fear in the mind of the dealer was that prices would continue to decline, and that he would be left with unsold stock upon which he would be obliged to take a loss. How little the retailer is called upon to lose is exemplified by the very generous action of the manufacturer this spring. In spite of the fact that materials for paint making were purchased at the highest prices last fall, in order to manufacture them into the finished product in time for spring business, credit notes to the full extent of the price declines which took place in the cost of raw materials later on, were given the dealer on all Spring stock paint purchases. The loss to the manufacturers totalled hundreds of thousands of dollars.

Now again the hesitation is apparent to buy fall stock, and if the dealer will not have the courage to believe in the future, and realize that paint has reached a reasonable level, it may easily happen that his paint trade will be affected.

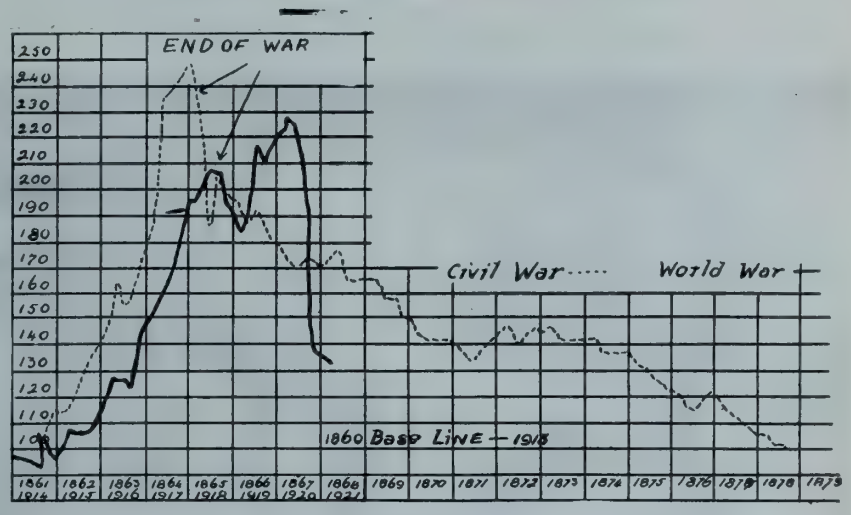
### Confidence in Values.

Confidence in present values is a first requirement. How little change in price can take place within the next twelve months, is apparent from a consideration of the accompanying chart. This illustrates the rate of the decline in prices from their peak in 1920, compared to the rate at which prices dropped in the only other similar period we have a record of, namely, in 1864 after the American Civil War had sent the prices of staple commodities to a level never before reached. What further reduction takes place cannot be other than very gradual, with no fluctuations that can suddenly affect retail prices.

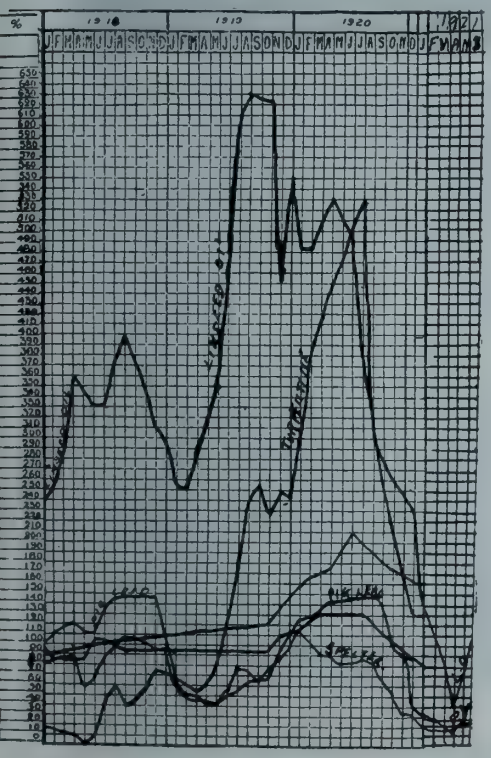
The public should know these facts. In conversation ,and by example, the note to be struck is that no good thing is to be gained by waiting, but that this year—now—is a time as favourable as any to purchase the paint required. Replacement is more costly than redecoration no matter what paint prices are, and at the present time no possible saving to be effected can counter balance the loss through deterioration. It may easily happen also that the consumer will pay more as time goes on. Take Linseed Oil, Pig Lead and Spelter (Zinc) for example. From the lines given, notice the decided tendency to firmness exhibited by these commodities which are the three essential to the paint industry. No manufacturer hesitates to purchase his requirements now. How much more then should the merchant cease to hold back.

### Heralding a National Revival.

The merchant should have faith in his whole business, more especially he should have faith in his paint business. In common with every other merchant of every other commodity he can well lend the whole of his strength to help along the business of Canada. To the paint dealer, will then undoubtedly come his reward. The present demand is only the beginning of a great national revival. Good as trade has been this year, next year will likely be better. No one can estimate when the demand will cease to grow.




*The trend of paint prices following the American Civil War and the trend both prior to and following the recent World War is indicated in this chart. The rapid drop in paint prices since the peak in 1920 is evident. In view of the fact that the tendency recently has been very similar to that following the Civil War, the writer of this article is of opinion that the same gradual trend which was evident from 1865 to 1878 will set in from 1921 onwards.*




*The trend of linseed oil, pig lead, turpentine and spelter prices from January 1918 until June 1921 is clearly depicted in this chart, which is explained more fully in the article. The big drop in linseed oil and turpentine is shown, with a recent sharp upturn.*

# Dealers' Influence in Paint Sales

Novel Means Employed by W. A. Rankin Ltd. Ottawa, Ont., to Stimulate Paint Trade and "Cash In" on Co-operation With Manufacturer—Training The Paint Salesman—Price Ticket System Employed—Brush Stock Effectively Arranged.

*Neat, well-arranged window displays of paint constitute one of the important factors in the building up of paint and varnish trade for W. A. Rankin Ltd. Ottawa, Ont. Herewith is a sample of the effective showings of paint stock as arranged by this firm. The display is not overcrowded, a limited number of cans being arranged in pyramid style on a neatly covered base. Good use is made of the cut-outs supplied by the manufacturer and with the white background the whole arrangement is pleasing. A few brushes are shown to link up the connection of a good paint job depending upon the brush used to apply it.*

SOME progressive methods are being applied to the sale of paints and varnishes in the W. A. Rankin Ltd. store, Ottawa, Ont., and good results have been obtained from the means employed.

The paint department is entirely separate from the rest of the store, but so situated that it comes within the immediate view of all visitors to the main section. The lighting facilities of this department, both natural and artifical, are excellent, and the goods are kept neatly arranged on the shelves in such a manner as to be easily accessible to the clerks. There are certain sections for certain lines of goods, and it has always been the rule that under no circumstances are other goods to be placed in these sections. Such rigid adherence to system is regarded in this store as a valuable asset. The department is, at all times the acme of neatness, and the clerks themselves are most courteous in dealing with all customers. This is a point which W. A. Rankin, the able and affable head of the firm, is most insistent upon, and which is greatly appreciated by his many customers.

This firm has been handling and featuring one particular line of paints and specialties for almost a year, with most encouraging results. Outlining some of the methods adopted to advance the sale of paints, W. E. Knox, the energetic manager of the store, in an interview with the local correspondent of Hardware and Metal said:—

### Dealer's Influence.

"The paint department has become a big and important part of our business. It has especially developed since we commenced handling one particular line of goods. While we attribute this mostly to the special sales efforts which we have been making, part of it, we feel satisfied, is due to the big advertising programme which the manufacturer is carrying on. Our line of paints have a national reputation and are known to all our customers. There is no doubt about it, the advertising which the company is doing in the newspapers and periodicals is helping a great deal in putting across the sales.

"In selling paint, as in selling any other commodity, the dealer must get behind the article and push it, if he wants to get results. We are doing that to the best of our ability. We use the local newspapers extensively. Each day we have a hundred line advertisement. We also have one window which we keep for displaying paint and paint specialties. Sometimes we shift this display over to another window. We find it pays to do that for the simple reason that it is likely to attract more attention. When a person passing the store daily becomes accustomed to see displays of a particular line of goods in a certain window he treats it as a matter of fact and sometimes only gives it a passing glance, but when he sees the display in another window, he stops to look, and very often comes in to buy.

### Clerks Are Coached.

We try to make it a point of rendering the maximum of service. Our clerks are coached in the best methods of selling and are given a thorough knowledge of how paints are made up, how they must be applied, etc. so that they in turn will be in a position to impart this information to the customer. One has to have a know-

edge of paint or he cannot sell it, and so we make it a specialty of drilling our clerks so that they may intelligently discuss the article they are selling, with the customers. When a new clerk is engaged, I make it a point of listening to him while he is talking to the customer. If I find that he has adopted the wrong method of trying to sell the article, I talk to him afterwards and tell him the right way to go about it. Then when the next customer comes in I get him to listen while I do the talking. I find this a most effective measure. I also suggest to the clerk that he get any literature published by the paint companies and study it carefully. When a customer comes in to make a purchase in another part of the store we never let him go without trying to sell him some paint. We never press a purchase, but endeavour to show the customer where it would be to his advantage to secure the article.

**Seasonable Windows.**

"We always keep a seasonable window display and bring to the front on tables the goods which we know are in greatest demand in the particular season. For instance, when housewives are busying themselves with the Fall cleaning, we are featuring, varnishes, waxes etc.

"In connection with our display of paints on the shelves we have a price ticket system which has worked out to very good advantage. We keep a holder at the side of each section of shelves with a card inserted which bears the prices of all lines of good exhibited in that particular section. This is of advantage not only to the customer, but to the clerk, who never finds it necessary to appeal to his superior for price information, while waiting on a customer.

"We do our best to hold our customers. We give as prompt delivery as possible and we make it a point of trying to keep on hand a little of everything in the paint line so that we will never be obliged to turn a customer away."

# Labelling Regulations May be Postponed

## Postponement of Regulation Governing Marking of Imports, From Oct. 1-Jan. 1, 1922, Said to be Contemplated—Many Difficulties in Way.

It has been reported as likely that there will be a postponement until Jan. 1, 1922, of the going into effect of the Customs regulations requiring all imported goods other than those used by manufacturers in their industries to have plainly marked on them the country of origin.

A memorandum issued by the Department of Trade and Commerce, under date of Aug. 4, 1921, stated that this section would come into force on Oct. 1 next, and reminded importers that non-observance of the provision would result in an additional ad valorem duty of 10 per cent. being levied on the value of the imported goods for duty purposes. This included the United Kingdom, the British colonies and British possessions.

**Great Difficulties**

There are great difficulties in the way of securing the results aimed at by this legislation. The variety of marking, stamping, branding and labelling devices necessary in order that all completed products should be brought under this device was one reason for delay. Another, and a greater one, is the fact that it is one thing to make the law, and

Continued on Page 194

*Paint Department of W. A. Rankin Ltd., Ottawa, Ont., showing the neat and effective shelf arrangement of the paints, varnishes and specialties. Metal slots are attached to the partitions in the shelving in which cards are placed serving as a directory and price guidance of the stock in the various sections. The brush display is noted in a prominent location with a neat showcard drawing attention to the range of paint brushes shown. On the table at the left is seen a display of some lines particularly seasonable for Fall housecleaning etc., and ranged in baskets according to grade and size is the brush stock. Note the whitewash brushes suspended from an upper shelf. The paint salesman is shown telling a customer about the value of using some paint or varnish for a particular job in which he is interested. The salesmen are all thoroughly coached so as to be able to give authoratative instructions for handling any kind of a job.*

# The Romance of Paint Making

Knowledge of Processes of Paint and Varnish Manufacturer Help Merchant to Understand Why Certain Finishes Are Recommended For Certain Work—A Trip Through Modern Factory.

MERCHANDISING experts are always preaching that a thorough knowledge of the goods handled by the retail merchant is the best selling aid, providing it is rightly applied. Perhaps in no department of the hardware store is this argument so important as in paints. It is easy to tell the merchant or retail salesmen that they should be able to tell customers just how to prepare various surfaces and just what they should apply, but it will facilitate this matter very much for the salesman and merchant to have such knowledge of paint and varnish making that they are absolutely sure of their statements and know just why it is that certain preparations are recommended for certain work. To help toward a thorough understanding of this matter, the following article, written by one who made a trip through one of the big paint and varnish plants in Montreal, goes into details in an interesting and instructive manner:

**Making Putty.**

The chemist, who is a wizard with gallons of the ingredients of paint to conjure with, making wonderful combinations, kindly piloted me through the ins-and-outs of this big plant, explaining many of its mysteries as we went along. Glazing a window is not a particularly interesting piece of work, but the making of putty is quite fascinating. The large sacks of whiting, which come from the chalk cliffs of Old England, are piled to the ceiling of the mixing room, and the air is thick with white dust, as the attendant empties half a ton, more or less, of whiting into a great thing called a "Putty Chaser," adding 12 gallons of raw linseed oil as he goes along. This combination will turn out 1,000 pounds of putty when the tremendous wheel, 2½ tons in weight, does its work chasing this huge cloud of dust, the oil disappearing altogether after a few moments. The giant wheel whirls around at high speed for twenty minutes. Now the tank is filled with a sticky mass; another ten minutes and real putty is in evidence. This is shovelled out into a bin to sweat two or three days, then returned to the chaser to be again moulded into a perfect product ready for use. In pre-war days this chalk cost $7 to $8 a ton; now the price has risen to $40.00.

The making of mirrors is a costly process, as we know, therefore it is not surprising to learn that this "English red paint" is the most expensive brand manufactured. The ingredients, "Indian Red," nitrate of silver precipitated on mirror glass, are ground between large mill stones which have to be continually sharpened to do proper work. The surface is cut into tiny grooves by means of a wonderful electric machine, the cutter emitting fiery sparks as it speeds at 4,000 revolutions a minute, guided by the hand of a careful expert. Then the two millstones grind out this product, which must not contain one tiny atom of roughness in the resultant pigment, which is then mixed with the best linseed oil and strained ready to be bottled. Linseed oil in hogsheads tower above our heads in tiers. Barrels are being tapped and poured into the huge boiling vat or tank with a capacity of 3,500 gallons. The chemist tastes this brown thick oil as it gurgles out. "ts sweet as a nut' is his comment. "Our best oil comes from England and it is always to be depended upon. I taste each consignment, as sour or rancid oil we cannot use in our factory. What about Canadian linseed oil? Well, we use more or less of it, and it is fair in quality, but we get large shipments from the Argentine Republic." The boiling of the raw oil is done in this tank by means of a super-heated coil, 400 degrees Fah., from which all moisture is extracted and the process is continued for ten hours before the oil is fit to mix with paint powder; 52 per cent. boiled oil to 48 per cent. pigment is the formula, making a paint of 100 per cent. purity. The mixing machines where pigment and oil are ground together claimed our attention. For instance, one mixer in which white lead, white zinc and boiled oil were being perfectly blended, turned out 50 gallons of ivory white paint. The tinting machine, where white paint becomes one of the colors of the rainbow, was very interesting, and the colors and their history would make a chapter.

**Where Colors Come From**

Ultramarine blue is manufactured in France. Lime green and French yellow also come from France, while common yellow ochre is from the Eastern Townships, Ontario. That most brilliant color of all, Prussian blue, manufactured in Montreal, is made from trash from the abattoirs, added to iron filings. Large casts of this powder stand about, and the presiding genius showed how various combinations of Prussian blue with chrome greens and yellows, made a number of shades in paint. Aluminum paint color is a combination of clay, soda and sulphur all calcined until the desired shade is obtained. That most useful mineral, asbestos, made from decayed forest trees buried for a thousand years in the bowels of the earth, is mined in the province of Quebec, where most valuable mines exist. This product is an ingredient in asbestos paint, while graphite, a by-product of coke, makes the well known graphite paints, and comes from the Niagara Falls.

New black is a by-product of acetyn gas, and is made in Quebec. Drop ivory black and chief black are both manufactured in Montreal, the former from calcined mutton bones and the latter from beef bones calcined, which are first utilized to clarify sugar, then washed of all saccharine matter and ground into this black, which is greatly used in paint making.

**Making Varnish**

There is a natural graphite mined in Buckingham, Quebec, which is also made use of in the factory. Turkey umber comes from the Island of Cyprus. Oxide of zinc is made from the sheet metal from the province of Quebec, but the white seal zinc used in fine enamels is imported from the States, one of the few importations from across the border.

Clomarty, Ireland, supplies Iron Barytes, an adulterant. Thus our paints and varnishes are made from materials from all over the world. Fossil resin exuded from trees buried for thousands of years in the deep forests of South America, is dug up by the natives and shipped to Montreal, and there in the melting pot is converted into varnish. The gums and waxes used in making varnish and floor wax are wonderful, as hard as flint and from pale amber to saffron in color. South Africa furnishes Pontinak gum. The clear Singapore gum is found in the Straits Settlements, Manila. Copal gum also comes from that part of the world. Another gum resembling a bone fossil, is found in New Zealand, where it is dug from the recesses of the earth. Then there is a Congo gum from that part of Africa owned by Belgium. Each of these gums has some property necessary in making different varnishes and waxes I discovered beeswax was no use whatever in the manufacture of a perfect floor wax, owing to its softness and stickiness.

Garnaba Wax is found in South America and costs one hundred dollars per pound. Candelica Wax and a palm wax imported from British West Africa, and another palm wax comes from Japand and costs from twenty-five to one hundred dollars per pound. No wonder floor wax of the best grade is expensive.

In a certain part of India there is a species of beetle with a wonderful sheen. These beetles die by thousands on the large forest trees, and the natives gather this queer mess called "Sticklac," which they treat with boiling water, pouring the mixture onto grass mats to cool, when it can be broken off in brown scales, which is orange shellac, the natural shade, and when bleached by means of certain acids, is white shellac. Denatured alcohol is combined with the scale of shellac in solution; 100 gallons

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# Merchants Interested in C. N. E.

### Annual Fair Arranged by Canadian National Exhibition in Toronto Has Many Educational Features For Retail Merchants—Some Interesting Features For This Year.

RETAIL merchants can learn much from the exhibits at the Canadian National Exhibition in Toronto each year, and for the information of those who are contemplating a visit this year to the Fair during the two weeks from August 27 to September 10, some of the interesting features are outlined as follows:—

Singing competitions at the Canadian National Exhibition will start Sept. 1 and continue for at least six days.

Commercial art will have a place for the first time it the Canadian National Exhibition this year.

H. M. Government will have greatly enlarged booth for British Trade purposes at the Canadian National Exhibition this year.

"Over Here" an all Canadian spectacle will be the feature at the Canadian National Exhibition. The scene will show the Rockies, Halifax and the grain fields and will be 800 feet long.

There will be six days of motor boat racing at the C. N. R. this year, starting Thursday, Sept. 1.

There will be 4,000,000 bricks, 2,000 tons of steel, 12,000 barrels of cement, 5,400 tons of stone and 6,000 tons of sand in the new Livestock Arena at the Canadian National Exhibition.

The world's largest collection of war photographs from the Canadian Official Records will be shown at the C. N. E. this year.

The famous Huntsville Band will appear for the week, August 29 to Sept. 3 at the Canadian National Exhibition.

Over 15,000 veterans are expected to parade to welcome Lord Byng when he opens the Canadian National Exhibition, August 27.

Though claiming independent existence only since 1879 the Canadian National Exhibition had its inspiration in the Niagara Agricultural Society founded in 1793.

The Trap Shooting Tournament at the C.N.E. opens Tuesday, Aug. 30.

Railway men describe the Canadian National Exhibition as the greatest creator of traffic on the continent.

There will be over 150 exhibitors in the automotive display at the Canadian National Exhibition.

The new one million dollar live stock arena at the Canadian National Exhibition will have 8½ acres under roof.

It is expected that at least 200,000 children will visit the Canadian National Exhibition on Young Canada's Day. They will get free admission.

There were 1,152,000 people at the Canadian National Exhibition last year.

The record day's attendance at the Canadian National Exhibition is 196,000, reached on Labor Day in 1920.

Canadian National Exhibition grounds comprise 264 acres and extend for about a mile along the waterfront.

Canadian National Exhibition Park has a value of $5,000,000 and the buildings an additional $3,000,000, without the new Arena.

The grand stand at the Canadian National Exhibition is 725 feet long and seats 16,800 people.

The scenery for this year's spectacle at the Canadian National Exhibition will be 800 feet long and in places 50 feet high.

About 14,00 people will take part in the Canadian National Exhibition spectacle this year.

An expenditure of approximately $600,000 is required each year to stage and prepare the Canadian National Exhibition.

There are about 80 buildings in use for display purposes at the Canadian National Exhibition.

## *Trade Enquiries*

**Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.**

3336. **Household electrical appliances.**— A Glasgow firm are desirous of representing in Scotland Canadian manufacturers of household electrical goods. They are manufacturers' agents of sixteen years' standing, and have at present reorganized their business.

3337. **Cutlery and electro-plate.**—A London firm are desirous of securing the sole agency for the United Kingdom of Canadian manufacturers of cutlery, electro-plate, and other so-called "Sheffield" goods.

3338. **Hardware.**—A large co-operative factory in Barbados desire to get in touch with Canadian hardware firms.

3340. **Hides.**—A large concern in Barbados in excellent standing wish to import Canadian hides.

3341. **Lubricating oil.**—The manager of a large factory in Barbados would like to stock Canadian lubricating oils and greases.

3342. **Linseed meal.**—A large co-operative cotton factory in Barbados wish to import Canadian linseed meal.

3344. **Trade with Mexico.**—A large commission house in Mexico, desirous of replacing a number of its American agencies with Canadian ones, are anxious to be placed in communication with Canadian manufacturers interested in extending their Mexican trade, and solicit correspondence from manufacturers of the following lines: Toilet paper and other paper fancy goods; toys, glass goods, ironmongery, and industrial chemicals.

## Labelling Regulations may be Postponed.

(Continued from Page 187)

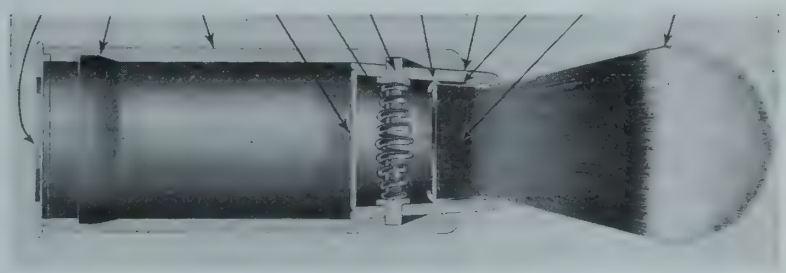
quit another to get the results aimed at by the law. For example, if Germany were to label all goods "Made in Germany," Canadian Customs officials would have no difficulty in dealing with the matter, and also in levying duty, as provided, on those German imported goods the normal pre-war value of the mark, or many times the present value.

That measure would very nearly choke off German imports entirely, were it not that Germany can export its goods to Holland, with its very low tariff, and re-export as Dutch goods "made in Holland." Holland's currency is good everywhere, so that the 50 per cent. device aimed at Germany, Belgium, Italy, Roumania, and at one time France, fails to hit its mark so far as Germany is concerned.

**Almost Impossible Task**

The marking of the country of origin on imported goods could be made effective only by sending employees of the Canadian Customs to foreign countries to check up the accuracy of the labels on the goods received here. That measure has been contemplated by the Customs Department for such cases as those cited, but it is admitted that there would be little hope of dealing adequately with the matter.

The hope of the Customs is that every competitor with German-made goods would be alert for such tricks and would warn the Canadian Government of German efforts made to evade the Government's Customs taxes. On such complaints investigations should be made. However, the whole matter is expected to be deferred.



### TOURISTS' LATHER BRUSH.

A new tourists' type of latherbrush is being placed on the market by the T. S. Simms & Company, Limited. Following are some of the special features pointed out by the manufacturers in describing this shaving accessory.

(1) A Brush Knot made of the material that over 50 years' experience in making brushes dictates as best suited to the quick production of a rich, creamy lather and to give years of satisfactory service to the user.

(2) Vulcanized hard rubber in which bristle butts are set.

(3) Inside non-corrosive steel ferrule to take expansion strain of rubber setting and in which brush is vulcanized.

(4) When brush is in closed position, this end remains open, permitting ventilation and drying of brush and prevents rotting of hair.

(5) Outside ferrule of celluloid tapered to prevent brush slipping completely out of handle when being pushed forward to locking position.

(6) Brass locking pins that engage brush in both open and closed positions.

(7) Bronze spring that forces locking pins into position and designed to maintain an even tension for years.

(8) Celluloid ferrule cap enclosing spring and locking pins.

(9) Outside shell or handle made of hand turned celluloid and tapered at front end to prevent brush slipping out when pushed forward to open position.

(10) Slot in which brass locking pins engage to secure brush in closed position and to relieve spring tension.

(11) Finger hole in end to permit brush being pushed forward and locked in open position.

Hardware and Metal

*Canada's National Hardware Weekly*

Member Audit Bureau of Circulations Member Associated Business Papers

*The Only Weekly Hardware Paper in Canada*

PUBLISHED EVERY SATURDAY SINCE 1888 BY

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A MERCHANT in Toronto has been prosecuted for selling rifles, a shot gun and ammunition, to a foreigner who carried no permit. This was not a hardware merchant but it shows the importance of the trade carefully watching to see that no sales are made to foreigners of such lines without their having a permit. Complete regulations have been published in Hardware and Metal.

BUSINESS failures in Canada for the second quarter of the present year, while nearly three times as heavy as for the corresponding quarter of 1920, show that retail hardware failures are the lightest of all trades with two failures and liabilities of $5,862, compared with 5 failures with liabilities of $59,516 in the same period one year ago. This shows an improvement in the retail hardware trade though retail trade in general shows a less favorable condition.

SOME HARDWARE wholesalers complain that certain retailers are not reducing prices in line with replacement costs. If there are any such retailers they are evidently unaware that this is a very short-sighted policy for the readjustment will centre largely around the giving of every possible advantage to customers in the interests of a larger turnover. The Woolworth stores show an increased trade due largely to the desire for increasing turnover by a small margin of profit.

COMMENCEMENT of actual construction activities on rural electrical lines in Ontario will be made within a few days. The first program involves the construction of 175 miles of line to serve 1,065 consumers in 12 townships at a total capital expenditure of $375,277. The provincial Government is bonusing the erection of the power transmission system. This construction marks another important step forward in the electrical interests of this country, but probably its most interesting result will be the introduction of electrical power and accessories to thousands of farm homes which heretofore have been forced to continue with the methods used by their ancestors. The hardware trade in rural districts should feel the stimulus of this electrical development.

DEALING with the general sentiment that nearly everyone is hard up, Forbes Magazine points out that travel records this summer compare favorably with those of boom years, that the better summer resorts are crowded, that people are being turned away every day from the highest-priced hotels in our cities, that there is a scramble at every meal for seats in the most expensive restaurants, that the amount wagered on horse racing eclipses anything ever known, that there is a good demand for better grade goods, automobile makers are reporting active business, and savings bank deposits are breaking all records in volume. This condition is one of the angles to the present situation which makes general conditions so difficult to fathom.

PRICES will not have to decline to the same percentage as they increased while on the up-grade, in order to return to pre-war levels. Hardware merchants in comparing the percentages of decline which has already taken place with the increase formerly made, should remember that in the case of a 50 per cent. increase over pre-war levels, the decline to return that price to the same pre-war levels will only be 33 1-3 per cent.

## 33rd Annual Fall Number

The 33rd Annual Fall Number of Hardware and Metal is herewith presented to the trade and it comes at a time when its editorial and advertising contents should prove most helpful to retail merchants. A policy of careful merchandising is now in vogue, retailers watching closely the needs of their communities and buying frequently in small quantities where conditions warrant it. There is plenty of evidence that the retail turnover of many hardware merchants is quite up to the boom years, and by cautious buying and aggressive selling these merchants expect to be able to continue such conditions. This indicates little falling off in volume of trade and it is expected that this condition will soon be reflected in industrial circles. It is nevertheless a fact that predicting the future is no longer a popular pastime with sane business men.

Under prevailing conditions equally important with careful buying, is effective selling methods. To this end all possible selling helps are being adopted by progressive retail merchants, and a careful watch kept on popular sentiment so that goods may be stocked which will be quickly turned over. It is with this idea in mind that the editorial contents of this issue have been planned. In it will be found much helpful comment regarding conditions in various lines of industry, to help guide the merchant in buying. There are also articles showing means by which various merchants have increased turnover during the readjustment period, and giving details as to the conduct of events designed to stimulate local buying. A number of articles deal with credits and other business subjects with special regard to the problems facing the merchant to-day. The articles outlining selling methods are particularly adapted, of course, to the Fall and early Winter months, and as such should be a constant help if kept for reference during these months. These deal with stoves, electrical goods, toys, auto accessories, paints, household goods, etc., showing unique selling methods by which other merchants have stimulated the sale of these lines.

In the advertising pages will be found an extensive directory of manufacturers and wholesalers who show, in most cases, illustrations of lines being specially featured at present. There is a helpful suggestion or idea on every page in this issue and it will amply repay a close perusal.

## The Trend of Prices

PRICES on hardware commodities undoubtedly constitute one of the most interesting features of the trade. The many changes that have developed during recent months, afford a fascinating study, and in turn have led to much speculation as to the probable trend of future prices.

A number of tables are contained in this issue, which reveal the fact that the average quotations on fifty staple hardware lines attained their highest price level in 1920. This after-the-war result principally developed through the increased cost of raw materials during the period of the conflict, which brought about the subsequent higher quotations on manufactured goods generally. In spite of the many recent price recessions, the average on the representative list referred to still remains somewhat above the standard of 1919, and is approximately 111 per cent. higher than the 1914 basis.

While raw material costs are nominally back to pre-war standards, and in some instances even below that price level, the higher range of transportation charges, increased labor costs, etc., have made it impossible to bring hardware prices nearer to the 1914 basis, at this time. That the future trend of costs is headed in the downward direction, however, is the natural conclusion from close observation of these and similar tables, representing comparative yearly quotations. They also convey a marked impression as to the extent of the probable drop in values yet to be experienced before 1914 prices can again become general.

## The Rules are Simple

WHILE the majority of hardware manufacturers nating the future trend of prices, supplies and trade urally decline to make further predictions concern-in general, there is a great deal of interesting information forthcoming at present regarding conditions in the various branches of this industry which may be construed as giving some hint as to the trend which may be expected in the immediate future. At any rate the comments from manufacturers and wholesalers in various lines of hardware, found elsewhere in this issue, make very interesting reading.

Perhaps the most significant thing in these various comments is the statement made in two or three cases to the effect that some improvement in trade has been noted since the beginning of August. The fact that such improvement has continued during the month is taken as an indication that a gradual improvement may be expected now for some time. Reference is made to pending wage and freight reductions, and as pointed out recently in Hardware and Metal, such reductions should prove a big help to basic industries.

The steel industry is now operating at only about 20 per cent. of capacity, but it must be remembered that this would be a much larger percentage of pre-war capacity, steel production having been increased during the war beyond our normal requirements. Some improvement is noted as result of recent price declines and the fact that dealers and consumers have had their stocks cleaned out and have been forced to replace. It is significant of the importance of freight rates in steel prices that the present freight on one ton of pig iron at the furnaces amounts to what pig iron itself has frequently been sold for and a profit shown. It is evident therefore that much further reduction in iron and steel can only follow wage and freight rate reductions.

A contrary opinion is that present prices for steel are almost at the bottom and about what they should be. This manufacturer does not believe in cutting wages but advises employing the efficient man and paying him for his efficiency. He supports his belief by stating that some manufacturers are delivering better goods at much reduced prices to-day by the employment of efficient workmen at no reduction in wages.

It is common advice to the trade to retain a stock which will enable the largest amount of trade with the minimum of risk, and there is much truth in it as a merchant will make more profit on goods which he can sell than by allowing the customer to go elsewhere, but the merchant will have to figure this matter very carefully in order not to overstep the mark either way. It is pointed out the average citizen has more money to spend to-day than in 1914 despite the fact that there is much unemployment.

Evidence of the big deflation already taken place in iron is found in the fact that to-day galvanized sheets are selling wholesale at just half the price ruling a year ago. Ordinarily the decline which has taken place would have reached its minimum and a buying movement commenced, but apparently in this case necessity knows no law. It is an unique condition and prediction is rendered impossible, though there are authorities who state that both ingot and sheet metals have about reached a state of equilibrium and no further radical declines are expected.

The consensus of these comments is that merchants should keep a well assorted stock, watch closely the requirements of customers and buy carefully. The dangers of a much reduced stock and inability to meet customers' requirements is nearly as bad as overstocking. Too careful attention cannot be given to these points and the return to normal conditions will be aided by those merchants who show themselves efficient by following these rules.

## Up to the Merchants

MUCH interest is being awakened among hardware and oil interests throughout the country in the problems connected with the basis of handling gasoline through the retail hardware trade in certain parts of Canada. A series of articles has been running on this subject in Hardware and Metal for some time, giving views of retailers, the oil companies, pump companies, and the Weights and Measures Department. These articles have been widely commented upon and much discussion has been commenced concerning some of the new angles of the problem brought out in these articles.

A recent convention of merchants in Saskatchewan on being questioned as to their difficulties in handling gasoline when bought by weight and sold by measure unanimously went on record as opposed to the present system of handling this and other products similarly affected by temperature. It was shown by some merchants that a loss amounting to two and a half gallons on a barrel of gasoline had been suffered in some cases. Following the convention the Secretary of the Implement and Auto Trade Sections of the Saskatchewan Board R.M.A. wrote Hardware and Metal concurring in the stand taken in regard to certain points in the question. The suggestion of one of the oil companies that the merchant "generally charges 50 cents a gallon regardless of the market price at the time" might apply in some very isolated cases, but the competition of the oil companies selling direct to farmers in the rural districts and the competition of oil company filling stations and garages in the larger centres would obviously greatly curtail any opportunity, if it were desirable, for the hardware trade to make any such general charge to cover the admitted variation by handling gasoline on this basis.

In the article on the subject in this issue a review of definite experiences of retailers reveals the fact that the present is a most unsatisfactory basis on which to handle gasoline where it is bought in drums by weight and sold out by measure on a tank pump. One merchant reported a regular loss of 3 to 4 gallons per hundred. While the temperature above ground was 60 degrees it was only 24 degrees in the tank, which would seem to show that 60 degrees is hardly a fair average for the oil companies to adopt as a standard on which to base the weight of a gallon of gasoline. If the average temperature underground is only 24 degrees when it is 60 degrees above ground it would seem to be doubtful if gasoline would ordinarily reach such a high temperature as 60 degrees which has been set as an average. One thing sure gasoline will certainly go much lower than 60 degrees in temperature.

The question of the legality of the method adopted for handling gasoline by weight has been raised by one merchant and an interesting reply given by E. O. Way, Director of Weights and Measures, pointing out that there is nothing to say whether it is legal or otherwise to sell liquids by weight. As long as a gallon is delivered the Inspection Service can do nothing in the matter. Even where it is known that the full gallon is not delivered prosecutions can only be made for short weight, the cause of the short weight being no concern of the service, unless it be delivered from a measuring machine. The suggestion is therefore made that the oil companies and the trade get together and arrive at a fair average temperature at which a gallon of gasoline should be weighed in order to eliminate any possibility of variation.

# Events in the Trade

### BUSINESS CHANGES.

Dinsmare, Sask.—Morgan Jones Co. Ltd., hardware has changed name to E. L. Jones Co. Ltd.

Frobisher, Sask.—Thos. Adair (Est. of) has sold stock and fixtures to A. E. Potter.

Weatskiwin, Sask.—Simeon Nelson, hardware has been succeeded by L. Zack

### NEW FIRM

Ogema, Sask.—Harry King has commenced hardware business.

### FIRE LOSS

Winnipeg.—Geo. Stambler, hardware has suffered fire loss.

Richibucto, N.B.—The principal street of business in the town of Richibucto, N.B. has been swept by fire. About twenty buildings were burned including the stores and warehouses of A. & R. Loggie & Co., general merchants.

### FIRE LOSS

Stratford,—The business section was threatened by a fire in the store of the Stratford Hardware Co. The store was closed. for the Wednesday half-holiday, and the fire began in an unknown manner toward the rear, where the oils and paints are located. The damage was severe, not only to the hardware stock but to the adjoining places of business, the Myers Hardware Company's store on the north having been flooded with water.

### INCORPORATIONS.

Ottawa.—Incorporation of companies of which notice appears in this weeks' Canada Gazette include the following:

Taylor Rubber Co., Ltd., Toronto, $1,500,000; British American Fuel and Metals, Ltd., Toronto, $50,000; The Dominion Housing Co., Ltd., Toronto, $400,000.

### INCORPORATIONS.

Johnston-Deane Ltd. has been provincially incorporated with head office in Toronto and capital of $40,000 to take over the business of Canada Sales Co. as manufacturers and wholesalers of automobiles, automboile accessories etc.

Paramount Tire & Rubber Co. Ltd., has been provincially incorporated with head office in Toronto and capital of $250,000 to manufacture tires and rubber goods of all descriptions.

The Canadian Automatic Barrel Machinery Co. Ltd., has been provincially incorporated with head office in Toronto and capital of $1,000,000 to manufacture barrels, machinery for manufacturing barrels and other wood containers.

### PERSONAL

John Fennell, hardware merchant of Kitchener, has just celebrated his 84th birthday and is said to be the oldest business man actively engaged in the city. Mr. Fennell has been engaged in the hardware business for three score years having commenced in Stratford in 1860, moving to what was then the village of Berlin in 1863 where he has been located ever since.

### PERSONAL

Woodstock, Ont.—A. J. McKiggan met with a serious accident at his hardware store. He was opening a case of glass when a piece of the glass fell and striking him in the leg, severed an artery and cut through to the bone in the calf of his leg.

### PERSONAL

Harry Armstrong of Armstrong, Smyth & Dowswell Ltd., hardware, Regina, Sask., was a recent visitor to Winnipeg.

### OBITUARY

The death is announced of John M. Kilbourn, in Owen Sound, in his 80th year. He was Vice-President of the Canada Cement Company from its inception, and was actively interested in several local industrial concerns, being President of the Northern Bolt & Screw Co.

### OBITUARY.

Mrs. E. B. Eddy, widow of the late President of the E. B. Eddy, Limited, Hull, Que., died at her home, "Dunara," on the Aylmer Road. She was born at Chatham, N.B., 56 years ago. In 1894 she married E. B. Eddy. She is survived by one sister in California and a brother, J. T. Sheriff, a director of the E. B. Eddy Company.

### HARDWARE CLERK MEETS WITH ACCIDENT.

Harriston, Ont.—While Reis Padfield, a clerk in Young's hardware store, was cleaning out a gasoline tank, which by mistake had been filled with other oil, an explosion occurred, as a result of a lighted lantern being lowered into the tank, causing severe burns to his face and arms. The fire was soon brought under control with little damage.

### DIBBLE COLOR CO. NOW ASSOCIATED WITH PRATT & LAMBERT, INC.

Announcement is made of the association of the Dibble Color Co., Detroit, with Pratt & Lambert-Inc.

### MONCTON N.B. RETAIL MERCHANTS ENJOY PICNIC.

The retail merchants of Moncton, N. B., recently held their first annual picnic. A special train of seventeen cars carried the party to Point Du Chese, twenty miles away where there is a magnificent bathing beach. While the cars were filled to capacity there were also several hundred automobiles which made the trip. All merchants closed for the day and everyone helped to make it a success. This is the largest crowd which has ever attended this famous resort. The citizens band accompanied the joy seekers and did much to enliven things.

### CHANGE IN FREIGHT CLASSIFICATION

A ruling has been added to the Canadian Freight Classification which provides that less than carload ratings shown apply only when each loose piece of freight or package weighs 20 pounds or more, also on shipments in bales, boxes or crates weighing each less than 20 pounds provided each such package measures 36 united inches or more, length, width and depth added. The less than carload ratings on loose pieces of freight or packages weighing each less than 20 pounds (except shipments in bales, boxes or crates measuring 36 united inches or more, length, width and depth added) shall be one class higher than that applicable on shipments complying with the first section of this rule. This rule was adopted because of the difficulties in handling small packages.

### TO MANUFACTURE OAKUM.

The Acme Waste Manufacturing Company of Toronto has recently made plans for increasing its field of activity by entering upon the manufacture of plumbers' and marine Oakum. They claim to be the only manufacturers of this line in Canada and as such they become an interesting addition to Canada's industrial activity.

### BRITISH ELECTRICAL CO. TO OPERATE IN CANADA.

London.—It is understood that an English electric company, one of the largest manufacturers of electrical equipment in the British Empire, is extending its operations on a large scale into Canada. Several men prominent both in Canada and Great Britain, are associated in the enterprise.

### Ontario Steel Products Co. Expanding

Kingston, Ont.—At the meeting held recently in Gananoque, the directors of the Ontario Steel Products Company, Ltd., passed a by-law authorizing an increase in capital stock from $1,500,000 to $2,750,000. It has not yet been stated for what purpose the increase has been approved, though reference is made to the need of caring for the company's expanding business. Of late there has been some rumors of the acquisition of the Ontario Steel Products Co., by the General Motors Corporation of the United States.

### MALLEABLE SILO LUGS

A Canadian manufacturing concern is anxious to locate any firm producing malleable iron silo lugs. They desire to secure these in the Canadian market. The cast iron lug is not deemed suitable for the purpose in view. Any manufacturers able to conform with these requirements are requested to communicate with Hardware & Metal, and such information will be forwarded to the applicant.

### TAKES ON AUTO ACCESSORIES.

St. John, N.B.—W. E. Emerson, hardware merchant, Union St. West, has recently acquired the provincial agency for a well known brand of auto accessories. He reports good business in this and other hardware lines.

### BURGLARS ENTER SUDBURY HARDWARE STORE.

Sudbury, Ont.—Horne's Hardware on Elm Street was broken into and among the articles taken was a revolver. Entrance was gained by removing a panel from the back door and when the burglar or burglars left, this panel was carefully placed back in the door. The result was that the entrance was not discovered until the store was opened this morning.

### BIG STOVE EXHIBIT AT CENTRAL CANADA FAIR.

Ottawa, Ont.—The Central Canada Exhibition is expected to beat all records this year. The management announce that at this early date space is at a premium, and the only task is to make as much more room for exhibits as possible. All sections of the buildings are well taken up while the stove section is now completely taken over and other exhibitors have been accommodated in an annex.

The opening by Lord Byng is expected to draw large crowds and the floral parade arranged for that event will be well attended to by the local retail merchants who will have many decorated cars in line for the occasion.

Altogether apart from the success of the Exhibition, the different traders intend to make this a shopping week long to be remembered by visitors to the Capital.

### FRENCH TRADE DELEGATION TO TOUR DOMINION.

Sometime about August 25th, an important French delegation will arrive in Canada. The purpose of the mission is to inaugurate the made-in-France sample train, which will tour the Dominion at a later date. This train will constitute an exhibition on wheels, composed of eight different departments—manned with a competent personnel travelling with the train and living in the sleepers and diner provided for their comfort. The eight exhibition coaches will each present some special products of France prepared and exhibited under the patronage of distinguished personalities.

### CONVENTION OF CHAMPION SPARK PLUG CO.

This year's convention of the Champion Spark Plug Company, was marked by much enthusiasm. It included sessions at the offices and factory in Toledo, Ohio, and at the Canadian plant at Windsor, Ontario. Sessions were addressed by the following members of the organization: F. B. Caswell, Director of Sales; F. D. Stranahan, Treasurer; F. B. Chester, Territory Manager, Ohio; H. A. Houston, Traffic Manager; F. B. Caswell, Chairman; E. W. Harmeyer, Chairman; H. D. Clutter, Crew Captain; H. C. Smith, Crew Captain; J. G. Willis, Territory Manager; D. L. Saxon; C. B. Clark, Chairman; C. A. Nelson, Asst. to Director of Sales; O. C. Rhode, Director Engineering Dept.; C. E. Dewar, Supt.; J. H. Smith, Equipment Dept.; R. A. Armand, Manager of France; A. J. Hayes, Canadian Sales Mgr.; H. C. Wildesen, Export Manager; R. P. Warriner, Supervisor—Western Canada—; and Harry G. Moock, General Manager. The program included a visit to the Toledo Club and other points of interest.

### CLAIMS PROCESS FOR TEMPERING COPPER.

Ottawa, Ont. An Ottawa citizen, claims to have rediscovered the process necessary to temper copper, and has already made chisels that will cut wood with the best of steel goods. He is a blacksmith and 64 years of age, the idea of working out this process being his chief ambition during the past quarter of a century. Should experts be able to pronounce his claim to be actually correct, he can retire and live happy ever after, going down to fame as the first man since the ancients to be able to achieve this feat.

### Drop in Importations.

Ottawa,—There has been a drop in the Customs revenue of Canada amounting to $34,435,586 for the first four months of the present fiscal year, as compared with the same period in 1920. Last year Canada collected $69,773,477 in Customs revenue on imported goods during the four months of April, May, June and July. This year, according to the official figures of the Finance Department, the Customs revenue for the same months has dropped to $35,337,891.

### IMPORTS OF GALVANIZED SHEETS FROM ENGLAND

Latest information relative to the exports of Galvanized Sheets from England, comparing 1913 and 1921, is as follows, according to the English Ironmonger.

GALVANIZED SHEETS, FLAT AND CORRUGATED.

Exported to Canada—
January to June 1913—18,475 tons
January to June 1921— 404 tons

### "ON THE EVE OF A BUYING MOVEMENT," says President McNulty in Mid-Year Convention.

That we are on the eve of a buying movement with even better outlook for next year, was one of the statements made by President J. H. McNulty to Pratt & Lambert Inc., salesmen in Divisional Sales Meetings. President McNulty reviewed the Company's progress since the first of the year and said there were evidences on all sides pointing to a resumption of normal business this fall. Improved financial conditions and increasing building projects were factors that he believed would stimulate business to renewed activities.

# T. A. Simms Company Convention

## Fall Painting and Brush Trade Expected to be Active—New catalog announcing Reduction in Prices Ranging from 10 to 25 per cent.

According to H. Champelovier Sales Manager, T. S. Simms Company Limited, the sixth annual convention recently held was the most successful in the history of the company. The year concluded was said to be one of the best in the company's history and the outlook for the future according to Mr. Champelovier is exceedingly bright. Reports from all territories are very encouraging and practically all branch managers are of the opinion that the fall painting trade will be exceptionally good with a correspondingly good demand for paint and varnish brushes, as well as the other lines made by the company.

Announcement was also made of a new catalogue to be issued and a reduction in prices running from 10 to 25% on the various lines of goods. This reduction it was felt would help to stimulate business and start considerable buying. Mr Champelovier who was recently appointed sales manager of the company, represented the company in Western Canada for a considerable period and is well known in the western Canada hardware trade.

*Convention group photographed at the company's plant in St. John, N.B. showing some of the officials, salesmen and head staff of the T. S. Simms Co. Ltd. T. S. Simms is third from the left in the third row from the front. The convention concluded what is said to have been the best years in the company's history and the outlook for fall was thought to be good.*

# *Winnipeg Markets*

WINNIPEG, August 17.—Business is reported somewhat quiet in the hardware lines this week. Quotations on galvanized range boilers have been revised and some sizes are lower in price. A further reduction in Canada plate has been made this week. Galvanized band steel has been reduced and lower prices are quoted on barbed wire. Prices have again been reduced on black and galvanized sheets. An advance is noted this week on sheet lead, bar, pig and block lead. Linseed oil and turpentine quotations remain unchanged.

### Turpentine Quotations Hold

**Winnipeg.**

Turpentine is selling at the same price as quoted last week. The present prices are $1.20 per gallon for barrel lots. Less quantities 10 cents per gallon extra, Containers 25 cents per gallon extra.

### Linseed Oil Prices Steady

**Winnipeg.**

The price of linseed oil remains the same as quoted last week. Present prices are $1.20 per gallon for raw and $1.23 per gallon for boiled in barrel lots.

### Range Boiler Quotations Are Again Revised

**Winnipeg.**

Prices on galvanized range boilers have been revised and some sizes are lower in price. Following are the revised prices:

| | |
|---|---|
| 20 Gal. | $ 10.00 |
| 30 Gal. | 10.00 |
| 35 Gal. | 13.25 |
| 40 Gal. | 16.25 |
| 52 Gal. | 23.45 |
| 66 Gal. | 33.15 |
| 82 Gal. | 40.60 |
| 100 Gal. | 62.50 |
| 120 Gal. | 75.00 |

### Canada Plate Prices Lowered

**Winnipeg.**

Another reduction has been made in the prices of Canada plate this week, and the following are the latest quotations:

Canada Plate Blued

| | |
|---|---|
| 18 x 21 | $ 7.75 |
| 18 x 24 | 7.75 |
| 20 x 28 | 8.00 |

### Reduced Prices On Band Steel

**Winnipeg.**

A reduction has been made this week in the prices of galvanized band steel. Following are the latest selling prices.

| | |
|---|---|
| 1" | $ 8.45 |
| 1¼" | 8.45 |
| 1½" | 8.40 |
| 2" | 8.40 |
| 2½" | 8.40 |

### Barbed Wire Quotations Lower

**Winnipeg.**

Lower prices are quoted this week on barbed wire, and the new quotations are as follows:

| | |
|---|---|
| LYMAN | |
| Winnipeg | $ 4.75 |
| Ft. Wm. | 4.25 |
| GLIDDEN | |
| Winnipeg | $ 4.55 |
| Ft. Wm. | 4.10 |
| BAKER | |
| Winnipeg | $ 4.45 |
| Ft Wm. | 4.00 |

### Further Reductions In Quotations On Sheets

**Winnipeg.**

Prices have again been reduced on black and galvanized sheets. Following are the revised selling prices:

| | |
|---|---|
| BLACK | |
| 10 Ga. | $ 6.00 |
| 12 Ga. | 6.00 |
| 14 Ga. | 6.05 |
| 16 Ga. | 6.15 |
| 18 Ga. | 6.80 |
| 20 Ga. | 6.80 |
| 22 Ga. | 6.85 |
| 24 Ga. | 6.85 |
| 26 Ga. | 6.90 |
| 28 Ga. | 7.15 |
| GALVANIZED | |
| 16 Ga. | $ 7.25 |
| 18 Ga. | 7.40 |
| 20 Ga. | 7.40 |
| 22 Ga. | 7.55 |
| 24 Ga. | 7.55 |
| 26 Ga. | 7.70 |
| 28 Ga. | 8.30 |
| 10¾ oz. | 8.60 |

### Advanced Quotations Recorded On Lead Products

**Winnipeg.**

Prices have advanced this week on sheet lead, bar, pig, and block lead. Following are the revised prices:

| | |
|---|---|
| **Sheet Lead:** | |
| Full Rolls | 10¼c |
| Less than rolls | 11c |
| Bar Lead | 8¼c |
| Pig Lead | 8c |
| Block Lead | 8¼c |

## LONDON

Continued from Page 201

### Linseed Oil Price Steady

**London, Ont.**

Linseed oil prices remain unchanged this week, with a fair volume of sales still recorded. Following are prevailing quotations:

LINSEED OIL

| | Raw Imp. Gal. | Boiled Imp. Gal. |
|---|---|---|
| 1 to 2 bbls. | 0 97 | 1 00 |
| 3 to 5 bbls. | 0 96 | 0 99 |
| 6 to 9 bbls. | 0 94 | 0 97 |

Less bbls. add 15cts. gal.

### Roofing Nails In Demand

**London, Ont.**

The current building activity has resulted in a brisk demand for roofing nails. Following are prevailing prices:

American 1" x 12, $11.50 per 100 lb. keg.
Canadian 1" x 10, $7.00 per 100 lb. keg.

### Increased Sale Of Flashlights

**London, Ont.**

The approach of fall has been noted in the increased sales of flashlight, batteries and bulbs. These goods are selling well, with the Daylo line quoted at list, less 33 1-3 per cent.

### Glass Ovenware Popular

**London, Ont.**

A good seasonable sale is reported for Pyrex glass ovenware. There has been no further change in price, the quotation of list less 30 per cent. still prevailing.

#### AN AUTO-WHEEL COASTER.

The Canadian Buffalo Sled Company, Limited are now producing an auto-wheel coaster wagon with steel disc wheels. This new product is being made in Canada at Preston, Ont., and the comprehensive terms of speedy, staunch, sturdy, and dependable are used by the makers in describing this new coaster wagon. It is of standard construction; the steel disc wheels being featured with self-contained roller bearings. The coaster is made in four regular sizes and one convertible.

# Publishing Under Strike Conditions

**Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.**

**Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports etc. are being continued as usual and we would ask the temporary indulgence of readers if the issue is received a little late.**

# Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

PRICE recessions continue to feature the prevailing hardware quotations. Another lengthy list of changes is recorded this week, including solid and sectional sash weights, galvanized fence wire, gasoline, coal oil, and motor oils, boiler stands and cast iron specialties such as bell traps and sink couplings, safety chain, oiled clothing, copper and brass sheeting, lamp and lantern burners, beaver board, galvanized boat nails, and one line of scales. Reduced quotations are also announced on carpenters' tools, such as planes, rules and levels, while prices on lawn mowers for next season are approximately 10 per cent lower. A new list of prices on hand sleds has been issued, and storage wet batteries will now cost less. Concessions continue to appear in scrap material prices, while quotations have been shaded another fifty cents on the standard range boiler.

Western markets report revision to lower levels on galvanized band steel, barbed wire, range boilers, Canada plates, and black and galvanized sheets. A slight advance in prices is also recorded on sheet lead, bar, pig and block lead.

Booked orders for fall goods, especially ammunition, lanterns, burners, globes, stoves, heaters, and other seasonable lines, are now being shipped in satisfactory volume, while inquiries and some orders for winter lines are coming to hand. Conditions in the hardware trade offer a distinct comparison with last fall when higher quotations prevailed, the price trend was upward, and supplies and stocks were limited. Recent price developments have been in favor of the consumer, and this movement has stimulated the buyer's interest. The fact that there have been very few cancellations of booked orders for fall lines is taken as an indication of improved trade conditions generally. Reports indicate that business is picking up, and a more optimistic outlook is noticeable in trade circles. Prospects for a fair volume of fall trade are comparatively good, while improved activity is looked for in many quarters due to moderately favorable crop results coupled with reviving interest in industrial and commercial developments.

# Montreal Markets

MONTREAL, Aug. 17.—Although many important staple lines were shown at reduced prices last week, this week follows with numerous other changes, but mostly on the smaller goods. The featured change in prices is on Stanley tools, which are recorded about 10 per cent lower. Gasoline shows another reduction of 2 cents per gallon with keen competition and increased consumption noticeable on the local market. Beaver Board is now quoted at $43.00 per M., former price being $48.50, and all lines of oiled clothing have new lower prices. Galvanized boot nails, Warren Scales, and poultry netting staples all have reduced prices, while to those interested. storage batteries will now sell for 10 per cent. less. Safety chain, lamp and lantern burners, are also noted with lower prices. Copper tubing, brass and copper sheets, have both declined in price, while soil pipe features the heavier goods with changed discounts.

Sheets, bar iron and steel corrugated sheets. pipe, fittings and other staple lines remain at recent declines. Scrap metals have revised quotations in many lines, and lead products continue with an easier tone.

Business in jobbing houses continues in fair volume, a notable increase in orders being evidenced in the past week. Many lines of Fall goods are commencing to move, ammunition being chief among them.

### P.N. Staples At Reduced Prices

**Montreal.**

A reduction of nearly 10 per cent. is quoted in the prices of both bright and galvanized poultry netting staples, and following are the new prices:

**P.N. STAPLES**

| | Per 100 lbs. |
|---|---|
| Galvanized | $ 8 75 |
| Bright | 7 75 |

Less 10 per cent.
Usual extras for packages.

### Easier Tone Continues On Lead Products

**Montreal.**

There is no outstanding change in the market for lead products this week, quotations remaining unchanged since the decline in lead sheet and solders last week. On the primary market, lead is the only metal showing strength, both tin and spelter tones being rather listless with little or no firmness. This places the finished product still on an easy basis, and further changes in prices to lower levels would not be surprising in the near future. There is little change in the movement of these products, sales being small as is usual in the summer months. Following are the local current quotations:

**LEAD PIPE**

| | |
|---|---|
| Lead pipe per 100 lbs. | $ 12 5 |
| Lead waste per 100 lbs. | 13 50 |

NOTE.—Lead pipe is subject to a discount of 10 per cent.

| | |
|---|---|
| Lead traps and bends | 10%off |
| Lead, wool, lb. | 0 13 |
| Lead sheets, 2½ lbs. | 0 10½ |
| Lead sheets, 3 to 3½ lbs. sq. ft., lb. | 0 10¼ |
| Do., 4 to 8 lbs., sq. ft. | 09½ |

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

| | |
|---|---|
| Solder guaranteed, lb. | 0 25½ |
| Do., strictly, lb. | 0 23½ |
| Do., commercial lb. | 0 20½ |
| Do., wiping, lb. | 0 21½ |
| Do., wire, lb. | 0 35 |
| Zinc. sheets, casks | 0 11½ |
| Do., broken lots | 0 12 |

### Radiation Holds At Advance

**Montreal.**

No further change is made in quotations on either radiators or boilers since the advance two weeks ago. According to one local manufacturer a steadier market may now be looked for on these products, and unless some unforeseen situation develops, little change is likely to be made in quotations. When asked as to the recent advance in these lines, which closely followed a previous decline, he stated this decline was by no means warranted, and the readjustment was necessarily made when the cost of raw materials and other productive costs were anticipated. Being of the heavier class of goods, freight rates were one of the chief factors that had to be considered, and a change in this direction would have to be made before any further market reduction might be looked for.

### Lower Prices On Safety Chain

**Montreal.**

Both brass and nickel plated safety chain have new lower prices on all sizes. Following are revised quotations:

**SAFETY CHAIN**

| | Brass doz. | N.P. yds. |
|---|---|---|
| 3-0 | $ 1 05 | 1 25 |
| 2-0 | 1 15 | 1 30 |
| 1-0 | 1 60 | 1 70 |
| 1 | 1 80 | 2 00 |

## Fair Volume Of Business In Eaves-Trough

**Montreal.**

Although the busy season is now on hand in rural districts, farmers being actively engaged, a fair volume of business continues in eavestrough and conductor pipe. The movement of these products has been well maintained since the open weather in the spring months, and increased activity is expected for fall.

Prices and discounts are holding unchanged at 60 per cent. off list on trough and conductor pipe, 55 per cent. off on elbows. However, with an easier tone on galvanized sheets, and lower prices prevailing, a change in discounts would not be surprising.

## Globe And Chimney Season Soon At Hand

**Montreal.**

As the season advances with its longer nights, the demand will commence for lamp chimneys and lantern globes. Prices on both these lines have held unchanged for some time past and are the following:

**LAMP CHIMNEYS**

| | |
|---|---|
| No. A, per case of 8 doz. | $ 12 35 |
| No. B, per case of 6 doz. | 10 20 |

**LANTERN GLOBES**

**Cold blast. short or long.**

| | |
|---|---|
| 1 doz. cases, per doz. | $ 1 55 |
| 3 doz. cases | 1 65 |
| 6 doz. cases | 1 35 |

## Welsh Canada Plate Prices Announced

**Montreal.**

With the recent decline in prices on all sheets, the market has steadied somewhat locally, with the variation of quotations less among the various jobbing houses. Prices are fairly well down to replacing cost, leaving little room for shading.

Steel mill reports still indicate an unsettled feeling, with individual interests offering further reduced prices from the base price announced in July. But it is notable that concessions now made are of a minor nature to those given previous to other general lowerings. This would indicate that with the base price on plates, structural sheets and bars around $1.90, manufacturers realize this price to be well down to bottom with present productive costs, and freight rates must govern future reductions to a large extent.

Locally, quotations are held unchanged this week, with business showing a between-season quietness. Jobbers state this condition is likely to continue during the present month, but hold that conditions will improve in the later summer and fall months, as this is the period when furnace and tin-shop work generally demands increased supplies. This would apply more particularly to galvanized sheets, tin plates, terne plates and Canada plates.

Welsh Canada plate prices are now announced, a limited supply of which will be available the latter part of August or early in September, when the first shipments from England are expected to arrive. Prices on these are in advance to the American dull plate, but nevertheless the announcement will be welcomed by merchants who have been unable to secure Welsh plates for the past few years. Following are local current quotations.

**BLACK SHEETS**

| | | |
|---|---|---|
| 10 gauge | $ 4 50 to | 5 00 |
| 12 gauge | 4 60 | 5 10 |
| 14 gauge | 4 75 | 5 25 |
| 16 gauge | 4 85 | 5 35 |
| 18-20 gauge | 5 30 | 5 80 |
| 22-24 gauge | 5 35 | 5 85 |
| 26 gauge | 5 40 | 5 90 |
| 28 gauge | 5 50 | 6 00 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

**GALVANIZED SHEETS**

**U. S. Standard**

| | | |
|---|---|---|
| 10¾ oz. | $ 7 50 to | 8 00 |
| 28 gauge | 7 10 | 7 60 |
| 26 gauge | 6 75 | 7 25 |
| 22-24 gauge | 6 5 | 7 00 |
| 20 gauge | 6 35 | 6 85 |
| 18 gauge | 6 25 | 6 75 |
| 16 gauge | 6 25 | 6 75 |
| 14 gauge | 6 75 | |
| 14 gauge | 6 25 | 6 75 |
| 12 gauge | 6 25 | 6 75 |
| 10 gauge | 6 25 | 6 75 |

| English Standard | Queen's Head | Fleur-de-lis. |
|---|---|---|
| 28 gauge | $ 9 00 | 8 25 |
| 26 gauge | 8 75 | 8 00 |
| 24 gauge | 8 15 | 7 60 |
| 22 gauge | 7 80 | 7 15 |
| 8-20 gauge | 7 10 | 7 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

**BRIGHT TIN PLATES**

| | |
|---|---|
| 20x28x100 lb. basis, box | $ 18 00 |
| 20x28 IC, 112s | 18 50 |
| 20x28 IX, 112s | 20 50 |
| 20x28 IXX, 56s | 11 75 |
| 20x28 IXXX, 56s | 12 50 |

**TERNE PLATES**

| | |
|---|---|
| 20x28 IC, 112s box | 17 50 |

**CANADA PLATES**

**Dull.**

| | |
|---|---|
| 18x24x52s, box | 6 75 |
| 18x24x60s, box | 6 85 |
| 18x24x75s, box | 6 95 |

**WELSH CANADA PLATES**

**Polished.**

| | |
|---|---|
| 18x24x52s, box | 8 25 |
| 18x24x60s box | 8 50 |

## Gasoline Prices Drop 2 Cents

**Montreal.**

Gasoline prices have receded 2 cents per gallon this week, bringing the quotations now down to 32 and 37 cents. The consumption of gasoline has been very great in the past few weeks, and with added competition to the local market, much interest is attached to any developments, particularly in the line of price changes. Coal oil is still selling at 19½ cents, no change being made in quotations.

## New Warren Scales Now 15 Off

**Montreal.**

New discounts are announced on the New Warren Scales, and these are now selling at less 15 per cent. formerly being 10 per cent. off list price.

## Corrugated Remains At Decline

**Montreal.**

Corrugated sheets are now selling at the lower list prices announced last week. Business in this commodity is reported as quite satisfactory for the season of the year, and although sales are more or less irregular from week to week, the volume is being well maintained. It is expected also that the movement will be fairly brisk during the fall months, as increased activity is generally shown after the quiet summer period. It is also in the later months that smaller buildings are constructed of this material for protection against the winter weather. Following are new list prices and discounts.

| CORRUGATED SHEETS | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | $ 7 75 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 inch, 75c a square extra.

## Steady Volume Of Cement Sales

**Montreal.**

A fair steady volume of business is being done in cement, with construction work, although not as extensive as last year, still demanding supplies. No further changes are announced in quotations since the revision at the close of last month, and following are local prices.

**CEMENT**

Car Load Lots—

400 to 1000 bag cars—

| | |
|---|---|
| Perbag, f.o.b.cars | $ 0 98 |
| Per barrel, f.o.b. cars | 3 92 |
| Per bag, delivered | 1 05 |
| Per barrel, delivered | 4 20 |

Less Car Lots—

| | |
|---|---|
| Per bag, f.o.b. yard | 1 12 |
| Per barrel, f.o.b. yard | 4 48 |
| Per bag, delivered | 1 22 |
| Per barrel, delivered | 4 88 |

Less 5 per cent.

Rebate of 20 cts. for empty sacks.

## Oiled Clothing At Reduced Prices

**Montreal.**

Manufacturers of oiled clothing announce an appreciable reduction in their lines, including coats, slickers, jackets, capes and aprons in black, olive or yellow. It is in the Fall of the year that these goods show a more active demand, and to those who carry this line, the decline in prices will be interesting.

## Stoves Hold At Adjustment

**Montreal.**

No further change is recorded in stove and heater quotations since the adjustment of prices, through a uniform discount, at the beginning of the month. It is yet early to determine whether the new lower prices will offer a stimulus to trade, but it is hoped that Fall buying will now commence in earnest.

Manufacturers maintain that prices are now well down to anticipated costs, and little change is expected during the active Fall and early winter months at least. It was felt, however, that some action on the part of manufacturers, in revising prices would help toward merchants placing orders for their future requirements. Bookings up to the present have been slack, and warehouses are now well filled awaiting the demand.

## Activity In Ammunition

**Montreal.**

Jobbing circles report more favorable business in the past week, sales of many Fall lines now showing activity. Ammunition is one line that is now moving well, and many orders are being forwarded to outside dealers. Buying in this commodity had been rather slack until the beginning of August, but after that date sales commenced in earnest. One jobber stated if the present pace was kept, sales for this year will have surpassed those of last season, as with the same quantity bought it now appeared that a repeat order would have to be filed. The reason for a good season anticipated was in his opinion that the farming trade will buy as much ammunition as in former years, and unemployment would assist sales insofar as the townspeople were concerned.

## Variation In Valve Discounts

**Montreal.**

Discounts on the various lines of compression goods are unchanged with the exception of radiator valves, these being lowered in price through a change in discount. The market on valves and bibbs generally continues rather unsettled, as in the case of many other plumbing supplies, with the result that there is a variation in quotations among the different dealers. Fair sorting sales are reported, an improvement being shown in the past few weeks. Following are present general discounts.

| | |
|---|---|
| Compression work standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 30% |
| Basin cocks, Fuller No. C | 30% |
| Do., Nos. 1 and 2 | 30% |
| Flatway stop and waste cocks, standard | 40% |
| Roundway stop and waste cocks, standard | 37% |
| Brass steam cocks, standard | 10% |
| Radiator valves, standard | 58% |
| Do., removable disc | 58% |
| Globe, angle and check valves, standard | 5% |
| Gate or straightway | 16 10% |
| Jenkins Globe | 10 10% |
| Jenkins gate valves | 10% |
| Emco Globe Valves | 20% |
| Emco Check Valves | 20% |

## Good Movement Of Eavestrough

Montreal.

Although the busy season is now on hand in rural districts, farmers being actively engaged, a fair volume of business continues in eavestrough and conductor pipe. The movement of these products has been well maintained since the open weather in the spring months, and increased activity is expected for fall.

Prices and discounts are holding unchanged at 60 per cent. off list on trough and conductor pipe, 55 per cent. off on elbows. However, with an easier tone on galvanized sheets, and lower prices prevailing, a change in discounts would not be surprising.

**EAVETROUGH**

**O. G. Square Bead**

| Per 100 ft. | | Per 100 ft. | |
|---|---|---|---|
| 8 inch | $15 90 | 15 inch | $28 80 |
| 10 inch | 17 70 | 18 inch | 36 80 |
| 12 inch | 21 20 | | |

**O. G. Round and Half Round**

| | | | |
|---|---|---|---|
| 8 inch | 16 90 | 15 inch | 29 80 |
| 10 inch | 18 70 | 18 inch | 37 80 |
| 12 inch | 22 20 | | |

Discount 60 per cent. off list.

**CONDUCTOR PIPE**

| | Per 100 ft. |
|---|---|
| 2 in. | $ 18 40 |
| 3 in. | 22 30 |
| 4 in. | 29 60 |
| 5 in. | 40 00 |
| 6 in. | 49 00 |

Discount 60 per cent. off list.

**CONDUCTOR ELBOWS**

| | |
|---|---|
| 2 inch, list | 5 25 |
| 3 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

## Slower Movement of Wrought Pipe

Montreal.

There is at present a slower movement of wrought iron and steel pipe the demand seemingly to have fallen off in the past two weeks. Jobbing houses, however, do not look upon the present slackness as being unusual as sales during the summer months usually record smaller volume, and it has been noticeable that the movement of piping has been more or less irregular all season. No further change is made in quotations since list No. 52 was announced last month.

## No Change In Fitting Discounts

Montreal.

There is no change made in the discounts on the various lines of pipe fittings, but the irregularity noticeable in other lines throughout the jobbing houses, is reported as having reached pipe fittings, and quotations are by no means uniform among them. The variation is, however, in most cases slight, and in the form of concessions made for quantity buying. A fair amount of activity is reported in the different kinds, sales being small but numerous. Following are general local discounts:

**FITTINGS**

| | |
|---|---|
| Cast iron fittings | 20% |
| Bushings, cast | 30% |
| Do., malleable | 30% |
| Flanges | 27½% |
| Plugs | 30% |
| Flange Unions | 20% |
| Malleable Unions | 40% |
| Dart Unions, Black | 29% |
| Do Galvanized | 8% |
| Nipples, ⅛ to 4 in. close and short | 45% |
| Do., long | 55% |
| Do., Running thread | 25% |
| Do., 4½ to 8 in. close and short | 35% |
| Do., long | 45% |
| Couplings, 4 in. and under | 25% |
| Do., 4½ in. and larger | 5% |

| Pound Goods | Blk. | Galv. |
|---|---|---|
| Class B | $ 0 20 | $ 0 28 |
| Class C | 0 13 | 0 20 |

Add 10 per cent.

**MALLEABLE FITTINGS**

| | Blk. | Galv. |
|---|---|---|
| Class A | $ 0 60 | $ 0 57 |
| Class B | 0 24 | 0 34 |
| Class C | 0 15 | 0 24 |

## Revised Prices On Scrap

Montreal.

Certain lines of waste materials show an adjustment in prices, but considering quotations are purely nominal, and changes both in the line of advances and declines are slight, little interest is attached to the revisions. Consumption continues light in all scrap, the market having been next to stagnant during the spring and summer months. Dealers are holding forth hope, however ,of increased business during the fall months, as with stocks very light consumers will anticipate their requirements for winter, and purchase during the open weather. Following are nominal quotations:

**WASTE MATERIALS**

| | |
|---|---|
| Automobile tires | $ 0 75 |
| Rubber shoes | 0 02½ |
| Yellow brass | 0 05 |
| Red brass | 0 08½ |
| Light brass | 0 04 |
| Scrap zinc | 0 03 0 03½ |
| Lead heavy | 0 04 |
| Lead tea | 0 02½ |
| Light copper | 0 07¾ |
| Heavy copper | 0 10½ |
| Wrought iron R. Rd. No. 1 per gross ton. | 10 50 |
| Malleable scrap (ton) | 10 50 |
| Pipe scrap (ton) | 7 00 |
| Heavy melting steel | 7 50 8 00 |
| No. 2 busheling | 4 00 |
| Boiler plate | 8 00 |
| No. 1 machinery cast | 20 00 |

## Iron And Steel Prices Hold

Montreal.

No further developments are announced relative to an announcement of lower prices on plates, structural shapes, bars, etc., at the mills, but shading of quotations continues among individual interests to secure orders, and further price declines are reported in some U. S. steel markets.

Concessions in this regard are, however, lighter than was the case at previous periods before a general announcement of lower prices was made, conditions in the steel market not warranting further reductions. For this reason future changes are not looked for in the near future, with the freight rates contributing a decided factor in this regard. Locally the prices remain unchanged since the revision a few weeks ago. Jobbers stating that business in iron and steel has dwindled down to a small sorting demand. Following are unchanged quotations:

**IRON AND STEEL**

| | |
|---|---|
| Common bar iron, 100 lbs. | $ 3 40 |
| Refined iron | 5 05 |
| Iron finish machinery steel | 3 60 |
| Mild steel | 3 55 |
| Single reeled machinery steel | 5 50 |
| Band steel | 3 55 |
| Spring steel | 6 00 |
| Sleighshoe steel | 3 55 |
| Tire steel | 3 75 |
| Toe calk steel | 4 45 |
| Harrow tooth steel | 3 70 |
| Mining tooth steel, per lb. | 0 23 |
| Black Diamond tool and cast steel, per lb. | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 5 c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

## Brass And Copper Sheet Prices Lowered

Montreal.

With a slight reduction made in outside markets on copper and brass goods, the local market quotations on sheets in both metals now show a decrease. Plain tinned copper sheets are reduced one cent per pound, base; plain 2 cents, and planished and tinned 2 cents. Brass sheets have declined 3 cents a pound. Revised prices are the following:

**COPPER**

| | Base |
|---|---|
| Rods, per lb. | $ 0 32 |
| Sheets, plain, 16 oz. and heavier | 0 32 |
| Sheets, plain tinne,d16 oz. and heavier | 0 37 |
| Sheets polished and tinned,16oz.and heavier | 0 40 |
| Tubing, per lb. | 0 36 |

**BRASS**

| | |
|---|---|
| Sheets, per lb. | 0 27 |
| Rods, per lb. | 0 25 |
| Tubing, per lb. | 0 35 |

## Storage Batteries Reduced In Price

Montreal.

To those interested, storage wet batteries now show new lower prices. With the list of the different sizes being an extensive one, it is said that prices are reduced about 10 per cent. on practically all sizes.

## Lamp And Lantern Burners Reduced

Montreal.

A reduction of approximately 10 per cent. has been made in the prices of lamp and lantern burners. Following are the new lower quotations:

**LAMP BURNERS**

| | Per doz. |
|---|---|
| Banner, No. O | $ 1 20 |
| Banner, No. A | 1 20 |
| Banner, No. B | 1 40 |
| Banner, No. D | 3 20 |

**LANTERN BURNERS**

| | |
|---|---|
| Banner No. A | 1 20 |
| Banner No. B | 1 70 |

## Range Boiler Prices Unchanged

Montreal.

A new list on range boilers has yet failed to make its appearance on the local market, notwithstanding manufacturers still claim existing levels are not in accordance with production costs, and higher prices are imminent. On the other hand, even with prevailing figures, jobbers are offering further reduced quotations. For example the quotations on the 30 gallon boiler was placed at $8.75, while today this boiler can be obtained through many dealers at $7.50, this condition offering little encouragement for increased prices. However, it is thought a new list of quotations would stabilize the market, but for the present the following prices are given

**RANGE BOILERS**

| | Standard | Ex.Heavy |
|---|---|---|
| 30 gallon | $ 7 50 | $ 11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |
| 82 gallon | 35 00 | |
| 100 gallon | 45 00 | |
| 120 gallon | 54 00 | |

## Galvanized Boat Nails Reduced

Montreal.

Through a change in discounts galvanized boat nails will now cost less. These are now quoted less 50 per cent. There is no change made in the black, and they remain less 60 per cent

## Beaver Board $43.00 Per M

Montreal.

The quotation on Beaver Board has been reduced, the new selling price being $43 00 per thousand feet. Former quotation was $48.50

## Dull Tone Continues In Boiler Tubes

**Montreal.**

Little or no improvement can be reported in the movement of boiler tubes, and the dull tone recently recorded still continues. The adjustment of quotations three weeks ago, when all sizes of the steamless tubes were brought to lower levels, has failed to product extra buying, and dealers are satisfied that further reduction will not have the desired effect in this regard. Conditions on iron and steel products are again very uncertain at the mills, where lower prices are quoted than the base price announced in July, but whether this will reflect on the boiler tube market locally in the near future seems problematic. Present quotations are the following:

| BOILER TUBES | Seamless | Lapweld |
|---|---|---|
| 1 inch | $ 25 00 | |
| 1¼ inch | 26 00 | |
| 1½ inch | 25 00 | |
| 1¾ inch | 28 25 | 27 00 |
| 2 inch | 27 80 | 23 00 |
| 2¼ inch | 31 35 | 26 00 |
| 2½ inch | 39 65 | 28 00 |
| 3 inch | 60 35 | 41 00 |
| 3½ inch | 63 00 | 46 80 |
| 4 inch | 81 00 | 51 75 |

## A Revision In Stanley Tools

**Montreal.**

By issuing a new price list on tools, The Stanley Tool & Level Co. show revisions on many lines and a reduction of approximately 10 per cent. on certain tools.

## Changed Discounts On Soil Pipe

**Montreal.**

With the exception of the 8-inch, discounts on both soil pipe and fittings have been increased, thus lowering the price on these lines. As in the case of many other plumbing supplies, the local market on both pipe and fittings has been rather unsettled for the past two months, but discounts were not generally changed until this week. Building construction is also having its effect on these, sales are reported as having improved in the past few weeks. Following are the new discounts.

| SOIL PIPE | |
|---|---|
| 2 and 3 inch | 25% |
| 4 inch | 30% |
| 5 and 6 inch | 30% |
| 8 inch | net |
| FITTINGS | |
| 2 to 6 inch | 40 10% |
| 8 inch | net |

## Ingot Metals Still Depressed

**Montreal.**

Ingot metals continue in the midst of a depression, which has been more pronounced since the beginning of July. Market tendencies are dull and practically unchanged with the exception of tin, which is reported again easier and local quotation reduced one-half cent. Copper is a little steadier after having a weaker tone last week. Other quotations remain unchanged.

TIN—The firmer tone of this metal in London has given way to weakness, this being reflected on the local market with quotations one-half cent lower. Heavy stocks and a light demand denote the condition of tin, with little improvement yet in sight. Local price 34 cents.

COPPER—Price-cutting among producers in the U. S. is not quite so evident, and copper is now reported a little steadier. Local market continues very dull and the demand light. Quotations are unchanged at 17¼ cents for electro, 17 cents for casting.

LEAD—Bullish reports and continued strength are the features in the market of this metal. A fairly steady consumption, with stocks none too heavy, assist toward a future steady market. Local prices remain unchanged at 6¾ cents.

SPELTER—Although an improvement would not be surprising, local conditions are this week practically unchanged on spelter.

East St. Louis shows little variation, but fluctuates between $4.20 and $4.25 base. Quotation unchanged at 7½ cents.

ANTIMONY—Antimony fails to improve either in price or market tendencies, although quotations are considered at extremely low levels. Chinese is quoted at 7½ cents, high grade English 8½ cents.

ALUMINUM—This metal is held at last week's quotation of 30 cents, with little change in the market. Aluminum has been the dullest metal on the list for some time, and an increased demand will have to be shown before any improvement can be reported.

# *Toronto Markets*

TORONTO, August 17.—Price reductions continue in more or less prolific volume on the current hardware markets. Gasoline quotations have again been lowered 2 cents per gallon, with a corresponding reduction in coal oil prices. Polarine motor oils reflect the easier tone with a decline of 10 cents per gallon. Lower prices are given on some sizes of boiler stands, and other cast iron specialties including bell traps and sink couplings are now 5 per cent lower. The Stanley line of rules, levels, and similar tools are also reduced approximately 10 per cent, while a further cut is made in prices on sash weights, both solid and sectional. Galvanized fence wire is now being quoted at a new lower base, and scrap material prices continue to show further concessions. The current price on the 30-gallon standard range boiler is shaded to $8.05, while in some quarters $8.52 has developed. Prices on lawn mowers have been made for next season, showing a drop of approximately 10 per cent.

Jobbers report that the shipment of fall goods is proceeding in satisfactory volume, and the fact that there have been no cancellations of booked orders for fall lines, up to the present, is taken as an indication of improved trade conditions generally. A fairly active season in the hardware trade is looked for during the ensuing few months.

## Gasoline Price Now 31 Cents

**Toronto.**

The expectations of some lower quotations on gasoline have now been realized to some extent, when a further reduction of 2 cents per gallon was announced by the leading oil interests. This brings the prevailing quotation on gasoline down to 31 cents per gallon, and marks another step in the gradual decline towards pre-war price levels. As announced in a previous issue of Hardware & Metal, prices on crude oil have recently fluctuated considerably.

An outbreak of fire in one area of the Mexican oil fields, caused much damage to stocks, as well as endangering—to a certain extent—these sources of supply. Reports recently received from other southern oil centres indicate that stocks of gasoline have been decreasing. In some quarters, this is attributed to the rate of consumption, which is said to be well up to normal for this season of the year. Whether prevailing prices will be maintained when a falling off in demand for gas is experienced, as is usual during the winter months, is stated as dependent upon the degree of stocks and the volume of supply.

Such contributory market factors in normal conditions are more likely to indicate that prices would remain at the levels recently announced, but owing to various rumors as to an influx of foreign oil on Canadian markets, the current price decrease failed to surprise.

## Coal Oil Down 1 Cent Gallon

**Toronto.**

In conjunction with the reduction in the price of gasoline, quotations on Royalite coal oil are also lowered 1 cent per gallon. This brings the prevailing price down to 17½ cents per gallon.

## Prices On Polarine Motor Oils Again Reduced

**Toronto.**

Polarine motor oils are again lowered this week in prices on the medium and heavy grades. The extent of the decline is 10 cents per gallon, thus bringing prices down to $1.05 per gallon.

The new quotation on Polarine transmission is 90 cents.

## Lower Prices On Boiler Stands And Cast Iron Specialties

**Toronto.**

Reductions are now announced in quotations on certain sizes of boiler stands and other cast iron specialties. The extent of the decline is approximately 5 per cent. Bell traps and sink couplings are also affected tby these lower prices.

## Price Shaded On 30-Gallon Standard Range Boiler

**Toronto.**

Sentiment among the trade generally as regards the proposed new list in prices on range boilers has now developed a doubting attitude as to the probability of any future changes. No announcement of any revision has been made, and a readjustment in quotations has hung fire for over two months. Even lower prices on the 30-gallon standard size boiler have been noted in some quarters, the average quotation now having been reduced to $8.50, while $8.25 each has been quoted for quantity buying. This is practically the only size telling at the present time. Nominal prices follow:

**RANGE BOILERS**

| | Standard | Ex. Heavy |
|---|---|---|
| 30 gallon | $ 8 50 | $ 11 50 |
| 35 gallon | 9 50 | 13 80 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 08 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 144 gallon | 78 00 | 93 00 |

## Scrap Material Prices Sag

**Toronto.**

Reports of further declines in scrap iron and steel, and also on scrap metals, merely served to further accentuate the apparent dullness of the waste material markets generally. A lower range of quotations has developed on heavy melting steel, stove plate, and on heavy copper, while prices on old rubbers are also reduced.

There appears to be some impression that prices will sag even lower on scrap materials, but any future improvement in general business conditions is expected to result in a betterment in the waste markets. Following are dealers' nominal average buying prices for fairly large quantities:

**WASTE MATERIALS**

| | | |
|---|---|---|
| No. 2 busheling | $ | $ 11 00 |
| Heavy melting steel, gross ton | 9 50 | 10 50 |
| R. Rd. wrought iron, No. 1, gr. ton | 11 00 | 12 00 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 11 50 | 12 00 |
| No. 1 machinery cast, net ton | 17 00 | 18 00 |
| Heavy.. lead | 3 75 | 4 25 |
| Tea lead | 2 25 | 2 50 |
| Red brass | | 9 00 |
| Yellow brass | 6 00 | 7 00 |
| Light brass | 3 75 | 4 00 |
| Heavy Copper | 9 75 | 10 75 |
| Scrap zinc | 3 50 | 4 00 |
| Old rubbers, boots and shoes | 2 25 | 2 75 |
| Lumberman's rubber boots | 1 50 | 2 00 |
| Auto tires | 0 50 | 1 00 |
| Solid tires | 0 75 | 1 25 |

## Kitchen Utensil Sets Popular

**Toronto.**

The recent easier market prices on aluminum ingots, coupled with the lower quotations that have consequently developed on sheet aluminum, has enabled manufacturers and distributors of aluminum ware to show similar reductions. Certain lines of kitchen utensils, and products of this nature, have registered slight price declines, but such recessions have not been generally applied, being more in the nature of price shading between producers on a few specific lines and articles. No general announcement of revised discounts or lower quotations has yet been made. It is noticeable, however, that many merchants are adopting the principle of placing a number of various utensils into one kitchen set, and marking down the total price on the collection.

## Orders For Twines In Small Lots

**Toronto.**

The seasonable movement in harvest twines and especially binder twine continues in satisfactory volume. According to a brief survey of jobbing orders for these products, varying crop con ditions are evident in the different country districts and provinces.

With regard to other lines of rope and cordage, manufacturers and distributors report there has been no marked change in current trading. While business on the whole is no worse, little improvement, if any, has been recorded. Consumers continue to purchase sparingly, and a similar tendency is stated to exist in jobbing circles. Orders, therefore generally remain fairly numerous, but are for small quantities.

Nothing has recently occured to stimulate buying, and manufacturers have naturally cut down on production. It is recorded that any sudden increase in demand might reveal the fact that some sizes could not be promptly delivered, but this condition is not apparent in local circles up to the present. Quotations generally remain unchanged, but rumors of price shading have emancipated from American cordage circles.

## No Further Revision In Compression Work Prices

**Toronto.**

No further revision in discounts on compression work have been announced, and dealers state that little change is looked for. Current busness continues in fair volume, and while no marked improvement has been recorded, yet a more optimistic viewpoint is developing in the trade generally. Following are the prevailing quotations:

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| Do., Fuller | 25% |
| Flatway stop and waste cocks standard | 40% |
| Roundaway stop and waste cocks, standard | 34% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 5% |
| J.M.T. | 20% |
| J.M.T.C. | 25% |
| J.M.T. Gate Valves | 15% |
| Gate or straightway | 16 10% |
| Jenkins Globe | 10 10% |
| Radiator valves, standard | 58% |
| Do., removable disc | 58% |
| Emco J. D. Valves | 20% |
| Emco Check Valves | 20% |
| Webber Gate Valves | 20% |
| **Basin Cocks** | |
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |

## Solder Quotations Hold

**Toronto.**

Quotations on lead and zinc goods are holding at the revisions recorded last week, with solder prices now apparently more steady. The opinion has been expressed that the prevailing price levels are primarily due to reductions in raw material costs and that future prices depend upon the possibility of lower levels in freight and labor charges. Current prices follow:

**LEAD AND ZINC GOODS**

| | |
|---|---|
| Lead pipe, list, per lb. | 0 12½ |
| Lead waste pipe, list, per lb. | 0 13½ |
| Do., over 8 in., list, per lb. | 0 14½ |
| Lead pipe is subject to a discount of | 10% |
| Lead traps and bends | 10% |
| Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb. | 0 09½ |
| Cut sheets, ½ c to ¾c lb. extra and cut sheets to size 1c lb. extra. | |
| Solder, wire, per lb. | 0 29 |
| Do., strictly, lb. | 0 22 |
| Do., commercial, lb. | 0 20 |
| Do., guaranteed, lb. | 0 24 |
| Do., wiping, lb. | 0 20 |
| Zinc sheets, per lb. | 0 13 |

## Improved Tone Noted In Brass and Copper Goods

**Toronto.**

Business in brass and copper goods has recently recorded a slight improvement. A more optimistic viewpoint now prevails as regards the volume of fall trade, and with a revival of interest in the primary markets looked for during September, this condition is expected to reflect a gradual development towards normal recovery in these products. The prevailing quotations follow:

**BRASS**

| | |
|---|---|
| Sheets, base, per lb. | $ 0 27 |
| Rods, base, per pound | 0 27 |
| Tubing, base, per lb. | 0 34 |
| **COPPER** | |
| Rods, base, per pound | 0 32 |
| Soft sheets, plain, 16-oz. and heavier, lb. | 0 32 |
| Do., plain tinned 16-oz. and heavier, lb. | 0 40 |
| Do., polished and tinned 16-oz. and heavier, lb. | 0 45 |
| Tubing | 0 37 |

## Improve Sales On Wringers And Washing Machines

**Toronto.**

The recent reduction in quotations on washing machines and wringers has resulted in a slight improvement in current sales on these products. Discounts remain at 30 per cent.

## Fair Trade In Pipe Fittings

**Toronto.**

A slight improvement has been recorded in pipe fittings, and with the current volume of building activity continuing throughout the fall period, a more satisfactory business is expected to develop. The market tone generally remains unchanged, and with no further price revisions having been announced, the prevailing quotations remain as follows:

**PIPE FITTINGS**

| | |
|---|---|
| Castiron fittings | 20% |
| Plugs, cast iron | 27½% |
| Do solid | 10% |
| Do., countersunk | net |
| Bushings | 30% |
| Unions, ¼-in. to 2-in. | 40% |
| Do., ⅛ in., 2½ to 4 in. | 35% |
| Flanged Unions | 20% |
| Dart Unions, blk., ¼ to 2 in. | 29% |
| Do., ⅞ in., 2½ to 4 in. | 14% |
| Do., galvd., add to black | 30% |
| Nipples, blk. and galvd., ⅛ to 4 in., close and short | 45% |
| Do., 4½ in. and larger | 35% |
| Do., long ⅛ in. to 4 in. | 55% |
| Do., 4½ in. and larger | 45% |
| Do., running thread | 25% |
| Couplings, 4 in. and under | 25% |

**Malleable Fittings**

| | Black | Galvan. |
|---|---|---|
| Class A | 0 60 | 0 75 |
| Class B | 0 24 | 0 34 |
| Class C | 0 15 | 0 24 |

## Corrugated Sheet Prices Third Lower Than Last Year

**Toronto.**

Trade in corrugated sheets is reported to have registered a falling off during recent days from the marked volume of activity noted earlier in the season. The recent price revisions complete a reduction of approximately one-third from the high quotations noted during 1920. No further changes have been announced, and the following quotations generally prevail:

**CORRUGATED SHEETS**

| | Per 100 Sq. Ft. |
|---|---|
| No. 28 gauge | $ 7 55 |
| No. 26 gauge | 8 29 |
| No. 24 gauge | 11 55 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

## Easier Tone On Eavestrough

**Toronto.**

An easier tone has recently been noted in current markets on conductor pipe, eavestrough and elbows. While the present movement in these lines is not quite so brisk as a few weeks back, sales are still reported fair for this season of the year. The activity noted in small building has been reflected in the demand for eavestrough and pipe. Whether further price revisions will be announced is stated as depending upon the future trend of cost elements. Prevailing quotations follow

**TROUGH (Eave)**

O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. |
|---|---|
| 8 in. | $ 15 90 |
| 10 in. | 17 70 |
| 12 in. | 21 20 |
| Less 60 per cent. | |
| 15 in. | 28 80 |
| 18 in. | 36 50 |

**PIPE (Conductor)**

Plain, round or corrugated.

| | Per 100 ft. in 10 ft. lengths |
|---|---|
| 2 in., in 10 ft. lengths, list | $ 18 40 |
| 3 in., in 10 ft. lengths, list | 22 30 |
| 4 in., in 10 ft. lengths, list | 29 60 |
| 5 in., in 10 ft. lengths, list | 40 00 |
| 6 in., in 10 ft. lengths, list | 49 00 |
| Less 60 per cent. | |

**CONDUCTOR ELBOWS**

| | |
|---|---|
| 2 inch, list | $ 5 25 |
| 3 inc, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

## Bar Iron And Steel Prices At Low Levels

**Toronto.....**

Reports recently received from southern steel centres indicate that an expectation is developing for prices on the primary

markets to be stabilized shortly. This is primarily due to the fact that price shading between the mills has caused quotations to reach a level where, under prevailing conditions, further cutting to even lower standards is practically impossible. It has been stated that current prices contain no margin of profit for the producers owing to the low ratio of activity in the steel industry generally.

With the present high standards of freight charges coupled with existing labor costs, prices on bar iron and steel are said to be decidedly low. It has been suggested in some quarters that prices on the primary markets might even be cut a little further, but such action is expected to depend upon future declines in freight and labor cost levels; for it is well known that further reductions would entail direct losses to the mills, as they are producing at such a restricted volume of capacity that current operations mean a small output obtained at a high degree of overhead costs.

Locally, it is noted that prices are more generally quoted at the lower range shown on the appended list, only one or two dealers adhering to the higher levels:

| IRON & STEEL | | |
|---|---|---|
| Mild Steel bars, base | $ 3 50 | $ 3 75 |
| Mild steel bands, 3-16 in. base | 4 00 | 4 25 |
| Bar iron, base | 3 50 | 3 75 |
| Angle iron, base | 3 60 | 3 75 |
| Horshoe iron | | 4 10 |
| Tire steel | 4 70 | 5 95 |
| Spring steel | 9 50 | 11 50 |
| Crucible cast sheet steel | 30 00 | 3[illegible] 00 |
| Mining drill steel | 20 00 | 23 00 |
| Cast Tool steel, medium | | 20 00 |
| Cast tool steel, high grade | 30 00 | 36 00 |
| Sleigh shoe steel | 4 10 | 4 50 |
| Gray iron | | 15 00 |
| Toe caulk iron | 5 40 | 6 40 |
| Hoop steel | 4 75 | 5 00 |

## Develop Inquiry For Sheet Prices

**Toronto.**

Interest in sheets and plates generally has been slightly more pronounced during the past week. This factor has encouraged dealers in some quarters that the future outlook is perceptibly brightening, while others again hold that the price shading activities in warehouse circles, only serves to further becloud future prospects in these markets.

A little increase in the volume of inquiry has been recorded and some report sales are gradually becoming heavier individually. The total orders received, however, cannot be compared with the many requests for prices, indicating that what purchases are being made are still for immediate requirements only, and that while more appreciative of the attractiveness of the prevailing market levels, buyers are maintaining a cautious attitude generally.

Following are the average quotations on fairly large quantities:

| PLATES | | |
|---|---|---|
| 10 gauge | $ 4 75 | $ 5 00 |
| 12 gauge | 4 80 | 5 05 |
| 14 gauge | 4 85 | 5 10 |
| 16 gauge | 4 95 | 5 20 |
| **BLACK SHEETS** | | |
| 14 gauge | 5 10 to | 5 60 |
| 16 gauge | 5 20 | 5 70 |
| 18-20 gauge | 5 30 | 5 85 |
| 22-24 gauge | 5 35 | 5 80 |
| 26 gauge | 5 40 | 5 90 |
| 28 gauge | 5 50 | 6 00 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

| GALVANIZED SHEETS | Queen's Head | Fleur-de-lis. |
|---|---|---|
| 28 gauge | $ 10 00 | $ 9 25 |
| 26 gauge | 9 75 | 9 00 |
| 24 gauge | 9 15 | 8 60 |
| 22 gauge | 8 80 | 8 15 |
| 18 and 20 ga | 8 10 | 8 00 |
| **Premier and Apollo** | | |
| 10¾ oz. | $ 7 90 | $ 8 40 |
| U.S. 28 | 7 50 | 8 00 |
| U.S. 26 | 7 20 | 7 70 |
| 22 and 24 | 7 05 | 7 55 |
| 18 and 20 | 6 90 | 7 40 |
| 16 | 6 75 | 7 30 |
| 12 and 14 | 6 60 | 7 20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga. ,when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

| PLATES, CANADA | Toronto |
|---|---|
| Prices, nominal. | |
| Dull, 60 sheets | $ 8 25 |
| Ordinary, 52 sheets | 8 00 |
| **PLATES, COKE, TIN** | Per Box. |
| Prices nominal. | |
| IX. 20 x 28, 112 sheets | $ 20 59 |
| Do., 56 sheets | 12 50 |
| **PLATES, CHARCOAL, TIN** | |
| IC. 14 x 20 base | $ 15 00 |
| IX. do. do. | 17 00 |
| IXX. do., do. | 19 00 |
| **PLATES, TERNE** | Prices nominal. |
| IC. 20 x 28, 112 sheets | $ 17 50 |

F.O.B., Toronto.

## Revised List on Lawn Mowers

**Toronto.**

The James Smart plant of the Canada Foundries & Forgings Limited, of Brockville, Ont., have issued a bulletin containing particulars of a complete revision in this line of lawn mowers. New prices for the 1922 season are also given showings a substantial reduction, and the revised quotations are guaranteed against further manufacturers price decline until July 1, of next year.

Following is the new list:

| LAWN MOWERS. | |
|---|---|
| Page | |
| **Not Cat. Whippet, 3 Blades** | |
| 12" | $ 7 50 |
| 14" | 8 10 |
| 16" | 8 75 |
| **C2 1000 Islands, 4 Blades** | |
| 12" | 9 60 |
| 14" | 10 00 |
| 16" | 10 35 |
| 18" | 10 60 |
| **C2 1000 Islands, 5 Blades** | |
| 8" | 9 00 |
| 10" | 9 30 |
| 12" | 9 75 |
| 14" | 10 10 |
| 16" | 10 50 |
| 18" | 10 75 |
| **C3 Red Wing, 4 Blades** | |
| 12" | 10 00 |
| 14" | 10 35 |
| 16" | 10 80 |
| 18" | 11 00 |
| 20" | 11 60 |
| **C3Red Wing, 5 Blades** | |
| 12" | 10 75 |
| 14" | 11 25 |
| 16" | 11 50 |
| 18" | 11 85 |
| 20 | 12 50 |
| **C4 Bluebird Ball Bearing, 4 Blades** | |
| 12" | 12 00 |
| 14" | 12 30 |
| 16" | 12 55 |
| 18" | 13 15 |
| 20" | 13 75 |
| **C4 Bluebird Ball Bearing, 5 Blades** | |
| 12" | 12 75 |
| 14" | 13 05 |
| 16" | 13 50 |
| 18" | 13 75 |
| 20" | 14 35 |
| **E34 Spring Hinges, per gross prs.** | |
| No. 200 | 25 00 |
| Double Acting | 75 00 |
| **E132 Sap Spouts Eureka, per 1000** | |
| Regal Bronze | 15 00 |
| Galvanized | 21 00 |

### WOOD SCREW PRICES AGAIN LOWERED

Through another revision in discounts, the quotations on wood screws are again lowered. On flat, round and oval head bright, the addition of four points has been made to the discount figure, while on flat, round and oval head brass and bronze screws, the variation amounts to nine points. The revised quotations will be found on the current market pages.

## Galvanized Fence Wire Base Price Reduced to $5.00.

**Toronto.**

Galvanized fence wire is now being quoted at the new level of $5.00 per 100 lbs. for the No. 9, with the usual extras.

## Reductions Made In Lawn Mower Prices For Next Season

**Toronto.**

Quotations on The Taylor-Forbes line of lawn mowers have been lowered approximately 10 per cent in anticipation of booking for next season's requirements.

## Reduction Announced On Stanley Line of Tools

**Toronto.**

A reduction of approximately 10 per cent has been announced by the manufacturers on the Stanley line of rules, planes, levels and various similar tools.

## Sash Weight Prices Again Lowered

**Toronto**

A further reduction in the prices on sash weights has now been recorded, this being the third recession in prices on these products announced during recent weeks. The prevailing quotations are as follows:

| | |
|---|---|
| Solid sash weights, per cwt. | $ 2 50 |
| Sectional do., per cwt. | 3 00 |

## Exchange Fluctuations Continue To Affect Ingot Markets.

**Toronto.**

Exchange fluctuations continue to affect the metal markets. After the drop in prices of tin and copper announced last week, sterling recovered to a remarkable extent. This had the result of firming up quotations on these metals, but it is noted that exchange rates are now easier, and the wave of inertia is again nearing the ingot markets.

COPPER—Copper prices as recently announced are holding comparatively firm, with prospects for further declines now more remote. The gain recorded in exchange during last week caused a revival of interest in copper generally, but this gain has now fallen away, and the attitude of apathy is in danger of returning The local price remains at approximately 17 cents.

TIN—The sagging of tin prices was primarily a direct reflection of declines in sterling exchange and the low levels on the English markets. There is still a lack of buying interest in this metal, and while little business has been done, it is expected in some quarters that the lower quotations should have a tendency to revive demand. The price of 35 cents still generally prevails on local markets.

LEAD—This metal offers the only bright feature in current ingot circles. Trade interests have expressed the opinion that the outlook is much more favorable than at any time since the depression in metals set in earlier in the season. Certain producing centres are anticipating a mild resumption of interest in trading. The local level of $6.75 is still in affect.

SPELTER—Only a moderate inquiry for spelter is reported on the primary ingot markets, and the fact that present prices are still below production costs does not seem to stimulate interest on the part of consumers. On the other hand, it has had the effect of making producers realize the futility of attempting to coax business by offering further price concessions. It is thought in some quarters that the moment a slight demand is recorded, prices will then rise, as increased production costs prevent any large amount of business being done at prevailing figures. The local price generally holds at $7.00.

ANTIMONY—Very little activity is reported in the markets for antimony, and with prices and conditions practically unchanged, there is little of interest to record. Local quotations continue to range between 8 and 10 cents.

ALUMINUM—This market continues extremely quiet, with the new lower quotations recently announced still nominally prevailing The local price is 28 cents, although some dealers are maintaining the 29 cent level.

### Welsh Canada Plates Will Be Available

Resumption of trade in Welsh Canada plates is announced by importers, and supplies will again be available for fall requirements This will be welcomed by many merchants who have been unable to procure these plates during war years and the two years following. Canadian distributors also state they have already obtained fair orders throughout the trade, but owing to the advance prices over the American sheet, they do not anticipate the demand as would be the case if quotations were on a par with the American product For this reason stocks will be governed to a great extent by the demand shown.

The superior quality of the Welsh plate is said to be well maintained, and first shipments are expected to arrive towards the latter end of the month or early in September, when a limited amount will then be available. Prices will be found in the weekly sheet market quotations.

# *London Markets*

LONDON, August 17.—Cotton wrapping twines, lamp burners, hand sleds, and one line of lawn mowers, supply the price reductions noted on the current hardware markets. Turpentine quotations again feature this week with another advance, this time of 5 cents per gallon.

With the approach of the fall season, business generally is showing some improvement. Merchants are preparing for a good season in cool weather goods, while manufacturers and jobbers are now busy shipping booked fall orders. Collections are still reported good.

### New Lower Prices On Mowers For Spring Booking

**London, Ont.**

New lower prices are now announced for spring booking on Taylor-Forbes lawn mowers. Both lists and discounts are revised. Following are the new quotations:

**LAWN MOWERS**

| | Each 12″ | 14″ | 16″ | 18″ | 20″ |
|---|---|---|---|---|---|
| Empress | $ 14.85 | 15.40 | 15.80 | 16.40 | 17.00 |
| Woodyatt | 12.50 | 13.00 | 13.45 | 13.85 | 14.45 |
| Star | 11.25 | 12.00 | 12.80 | | |
| Daisy | 8.65 | 9.00 | 9.20 | | |

Less 20%.

### New Price List On Hand Sleds

**London, Ont.**

Reduced list prices are now in effect for fall booking on hand sleds, of the Canadian Buffalo Sled Co., make. There has been no revision in discounts, but the number of lines catalogued has been changed Following are the new lists:

**HAND SLEDS**

| | Each |
|---|---|
| No. 85 | $ 2 60 |
| No. 86 | 3 00 |
| No. 87 | 3 80 |
| No. 52 | 1 96 |
| No. 53 | 2 40 |
| No. 26 | 0 80 |
| No. 30 | 0 98 |
| No. 33 | 1 20 |
| No. 36 | 1 40 |
| No. 36C | 1 60 |
| No. 42C | 2 00 |
| No. 12H | 2 22 |
| No 6 Baby Sled | 13 20 |
| No. 7 Baby Sled | 8 90 |

Less 35%

### Lamp Burner Quotations Reduced

**London, Ont.**

New lower prices are now prevailing on lamp burners, as follow:

| Banner | doz. |
|---|---|
| O | $ 1.20 |
| A | 1.20 |
| B | 1.40 |
| D | 3.00 |

### Wrapping Twine Prices Lower

**London, Ont.**

Cotton wrapping twine prices have been lowered, the revised quotations being:

3 ply in bags ..... 38c lb.
4 ply in bags ..... 41c lb.

### Turpentine Price Increased

**London, Ont.**

Turpentine prices register an advance of 5 cents per gallon this week, thus bring the prevailing quotation to $1.00 per gallon in barrel lots. Following are the new price levels:

**TURPENTINE**

| | Imp. Gals |
|---|---|
| 1 bbl. lots | $ 1 00 |
| 2 to 4 | 0 99 |
| 5 gal. lots | 1 15 |

### Improved Sale For Lamps

**London, Ont.**

A good sale is now reported for lanterns and lamps. Following are prevailing prices on the Coleman make:

**LAMPS**

| | |
|---|---|
| Lantern No. 327 | $ 7 50 |
| Lamps No. 329 | 8 75 |
| Lamps No. 324C | 9 75 |
| Lamps No. 318C | 9 75 |

### Early Call For Ash Sifters

**London, Ont.**

Booked orders for ash sifters are now being shipped. Prices remain unchanged, as follows:

**ASH SIFTERS**

| | Each |
|---|---|
| Banner No. 2 | $ 3 10 |
| Banner No. 3 | 2 10 |
| Rocker No. 1 | 7 00 |
| Wood Sides | $ 3 00 doz. |

### Booking Orders For Ice Skates

**London, Ont.**

Booking orders are now being placed for ice skates. Quotations on the Starr make are, at present, 30 per cent. off list.

### Alarm Clocks In Demand

**London, Ont.**

The shorter days are having an effect in stimulating the sale of alarm clocks Prices remain unchanged at the following levels:

**ALARM CLOCKS**

| | Each |
|---|---|
| Big Ben | $ 3 75 |
| Baby Ben | 3 75 |
| Good Morning | 1 90 |
| Lookout | 2 05 |
| Sleepmetre | 2 25 |

### Easier Tone In White Lead

**London, Ont.**

The sale of white lead in oil, which has been exceptionally good all season, still continues to be satisfactory. There has been no change in prices, as yet .

**WHITE LEAD IN OIL**

| | | Tons | Less Tons |
|---|---|---|---|
| Pure | Per 100 lbs. | $ 15 05 | $ 15 40 |
| Elephant | Per 100 lbs. | 15 55 | 15 90 |

### Sorting Orders For Glass

**London, Ont.**

With the approach of the fall season, sorting orders for glass are increasing in size and number. Prices are remaining firm, as follows:

| | Off List |
|---|---|
| Single Diamond | 50% |
| Double Diamond | 50% |
| | Off Light List |
| Cut Lights | 60–10% |

### Putty Sales Reported Fair

**London, Ont.**

A very fair sale is reported for putty, with prices remaining unchanged at the following levels :

| | Rear 100 lbs. |
|---|---|
| Standard 100 lb. drums | $ 7.05 |
| Standard 25 lb. drums | 7.30 |
| Pure 100 lb. drums | 8.55 |
| Pure 25 lb. drums | 8.80 |

### Harvest Tools Still Required

**London, Ont.**

Ensilage forks, corn hoes, and other harvest tools are still selling well. Quotations remain at list, less 50 and 10 per cent.

### Fall Ammunition Now Selling

**London, Ont.**

In preparation for the fall shooting seasons, shells and cartridges of all kinds are in fair demand The movement is expected to develop generous proportions from a sales viewpoint during the next two weeks. There has been no change in prices, the following quotations generally prevailing:

**AMMUNITION**

Dominion Make ..... List Less 30-20%
Winchester and Savage, American List Plus 22½%

### Improved Sales For Carpet Sweepers

**London, Ont.**

An improvement has been recorded in the current demand for carpet sweepers. Following are the unchanged prices:

**CARPET SWEEPERS**

| | Per Doz. |
|---|---|
| Universal Japd | $ 48 00 |
| Universal N.P. | 53 00 |
| Grand Rapids Japd | 50 00 |
| Grand Rapids N.P. | 55 00 |
| Princess N.P. | 57 00 |
| American Queen N.P. | 60 00 |
| Parlor Queen, N.P. | 62 00 |
| **VACUUM SWEEPERS** | |
| Household | 94 00 |
| Grand Rapids | 106 00 |
| Superba | 120 00 |

### Brisk Sale In Shovels

**London, Ont.**

Drain spades, scoops and shovels, are now selling well at the revised lower quotations recently announced. The prevailing discounts are list less 45 per cent.

### Cattle Chains Being Shipped

**London, Ont.**

Booked orders are now being shipped for cattle chains. The current quotations are list, plus 40 per cent.

### Lantern Globes Now Selling

**London, Ont.**

Lanterns and lantern globes are commencing to register a fair movement. Prices remain firm as follows:

**TIN LANTERNS**

Short or Long Pattern ..... $ 12.00 doz.

**LANTERN GLOBES**

| | Per Doz. |
|---|---|
| 1 doz. to case | $ 1 75 |
| 3 doz. to case | 1 60 |
| 6 doz. to case | 1 40 |

Continued on Page 194

# Weekly Paint Markets

## MONTREAL

MONTREAL, August 17.—Producers of paints, varnishes, and paint specialties, state little can be said of the market generally, until the trade expectations of lower prices is realized. In other words, until the cost of raw material and productive costs are anticipated for future business, and manufacturers announce their new prices, little change in general can be reported. This announcement will, in all probability, be made in the early part of September, at this time manufacturers will have more definite costs to work on.

Both linseed oil and turpentine show a stronger tone at the close of this week, although prices are yet unchanged locally. However, if the present tone in the flax market is maintained, higher prices are likely to rule on oil in the next few days. Turpentine is firm, outside markets still retaining strength, but local prices remain at 95 cents per gallon in one barrel lots.

White lead in oil and putty will in all likelihood come under revision, with other paint products, at an early date. White lead continues in an unsettled state from a selling point of view, quotations considerably below standard levels. Shellac prices are lowered 20 cents per gallon in some quarters, while other distributors are maintaining previous levels.

Window glass is little changed, although a temporary shortage is reported in the double diamond cuts. This will soon be overcome however, as Canadian manufacturers as well as importers are looking to this end.

### Linseed Oil Firmer

**Montreal.**

Although the flax market was reported weaker at the commencement of last week, it is now stated to have gained considerably, and the close of the week finds a firm situation.

Earlier in the week crushers in outside markets were said to have shown little interest in buying, and the flax market sagged below the $2.00 figure. Following the seed market, oil dropped accordingly, accompanied by shading of prices by crushers with heavier stocks. England and the Continent continued to offer oil at a shade below market, and this also contributed to an easier tone. However, as stated, the improvement was forthcoming and seed is now quoted considerably above $2.00 a bushel. Whether this is another period of fluctuation, noticeable in the flax market during the summer months, remains to be seen.

Local prices are holding, but if the present tone is maintained, quotations will likely follow higher in the next few days. Current quotations are the following.

**LINSEED OIL**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0 90 | 0 92 |
| to 4 barrels | 0 88 | 0 90 |

Less quantities add 10c gallon.

### Turpentine Holds Strength

**Montreal.**

The current market price on turpentine holds at 95 cents per gal. in one barrel lots, the present stocks ruling the quotation. The Southern markets record a firm tone, with gains in price during the past week. There has also been an appreciable increase in the demand, stated to be due to dealers being anxious to fill their orders for prompt shipments. The Savannah market reports that if anything like a fair demand is maintained, the tone will continue strong, as receipts are not as large in the past few weeks. Local current prices are as follows:

| TURPENTINE | | | PerImp.Gal |
|---|---|---|---|
| 1 barrel lots | | | 0 95 |
| 2 to 4 barrel lots | | | 0 93 |
| Broken lots | | | 1 05 |
| Standard Putty— | 5 ton | 1 ton | ton |
| Bulk barrels, 800 lbs | $ 5 00 | $5 25 | $5 60 |
| Bulk drums, 100 lbs | 6 00 | 6 25 | 6 60 |
| Do., or tins, loose, 25 lbs. | 6 25 | 6 50 | 6 85 |
| Drums or tins, cased, 25 lbs. | 7 00 | 7 25 | 7 60 |
| 1 lb. tins | 9 75 | 10 00 | 10 35 |

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

### Expected Revisions In White Lead Prices

**Montreal.**

Quotations on white lead in oil will in all probability show a revision to lower levels in the near future. One corroder stated to Hardware and Metal that a change would likely be made in the course of the next week or two. The tone of the market, from the selling point of view, demands improvement, as it has been very unsettled during the spring and summer months. There has been a continued variation in quotations amongst corroders and distrubutors until the present price is generally around $12.00 per 100 lbs.

Differences of opinion are expressed as to the amount of reduction that will probably be made, but it is thought that prices will in all likelihood reach the level now quoted by most dealers, viz., $12.00, thereby offering a much steadier market. It is claimed too, that raw materials do not warrant a reduction below these figures, especially when linseed oil is holding around present levels.

### Lower Quotations Expected On Putty

**Montreal.**

As in the case of white lead in oil, putty quotations are expected to recede in the next week or two. This product, however, has not shown the unstability that white lead has in the past month, but when future cost of raw materials is anticipated, the reduction will likely be made. Business in this product is yet at a low ebb, but with the fall months approaching the demand will increase appreciably Following are present prices:

### Shellac Prices Lowered In Some Quarters

**Montreal.**

Local quotations on shellac are lowered 20 cents per gallon by some dealers, other maintaining prices formerly quoted. The demand has been disappointing recently in outside markets, leaving the undertone somewhat easier, with indications of reductions being made in the near future. Local buyers are keeping their stocks well down, with little demand in evidence at present. Following are quotations with the lowerings noted:

**ORANGE SHELLAC**

Orange shellac, in barrels, $3.80; in one gal. jugs $4.10; white, in barrels, or 5 gal. jugs, $4.20; in one gal. jugs, $4.60.

### Temporary Shortage of D. D. Glass

**Montreal.**

Montreal glass list continues the selling basis for window glass, both in Star and Double Diamond cuts. There is at present a noticeable shortage of the Double Diamond glass, but this is only considered temporary, and will be overcome well before the active demand in the fall months commences, as the attention of Canadian manufacturers and imports are drawn to these weigths.

A much healthier market is anticipated for glass during the active period, as it has been felt for sometime that increased demand will be the redeeming factor in stabilizing the market, and much improvement has been shown since the issuing of the new glass list at the beginning of July. Plate glass is really unchanged on the market, 60 per cent off list being the ruling quotation, and the shortage that was evident a few weeks ago being gradually overcome,

**WINDOW GLASS (In Case Lots)**

| | Star | D.D. |
|---|---|---|
| Up to25 | $ 5 50 | $ 9 05 |
| 26 to 40 | 6 95 | 11 40 |
| 41 to 50 | 7 65 | 12 55 |
| 51 to 60 | 7 95 | 13 05 |
| 61 to 70 | 8 35 | 13 65 |
| 71 to 80 | 8 80 | 14 40 |
| 81 to 84 | 10 30 | 17 70 |
| 85 to 90 | 10 85 | 18 55 |
| 91 to 95 | | 20 80 |
| 96 to 100 | | 22 60 |

F.O.B. Montreal.

### Extensive Fall Painting Anticipated

**Montreal.**

With the summer months, and the quiet period for the paint industry drawing to a close and giving way to autumn weather, which is considered ideal for outside painting, manufacturers and distributors are considering the fall demand for paint and allied products. A good volume of business is anticipated, more so this season than in past years, as conditions are really more favorable this fall for the industry as a whole. Through the efforts of the "Save-the-Surface" campaign in endeavoring to force home the protective necessity of painting realization should be felt to a good extent as undoubtedly many con-

sumers now realize the importance of protecting against the coming winter weather. The idea too, of fall painting has gained ground in recent years and should be carried on fairly extensively this season. Encouraging in this regard is the notable fact that much painting was done this spring, necessarily ceased by the approach of hot summer weather, and a continuance will no doubt be made, as there is still much painting to be done.

The question of paint prices, whether a general reduction, an adjustment, or no change in present prices, will result when manufacturers anticipate productive cost for the coming season, is still held in abeyance by producers. However, it is yet early, and qutie probably nothing will be done until the month of September, when manufacturers will have more definite costs to work on.

# Toronto

TORONTO, August 17—While turpentine and linseed oil quotations have recently developed firmer levels, an easier tone is now recorded on white lead in oil markets, with some anticipations of future price revisions. A similar lowering of quotations on putty is also looked for in some quarters in preparation of the usual fall season for this product. No official announcement has, as yet, been made in this connection, however, and it is stated that a complete revision of prevailing production costs coupled with a comprehensive survey of future developments along these lines would have to be made before any changes could be announced, with any degree of reliability.

Prices on Everjet carbon paint are now lowered, and with this development comes the prediction by certain manufacturers that the new lower prices on painters' and household brushes should be maintained for several months. It is noted that shellac prices are now more uniform, with the higher range on orange moderately lowered. Some uncertainty exists as to future prices on shellacs, this phase being chiefly determined by the rise and fall of gum shellac on the primary markets.

The prevailing glass tendency is undoubtedly upward, and with the approach of the fall season, an improvement in activity is expected, consequent upon the recent efforts to stimulate building progress. Stocks on certain sizes of window glass are said to be lower than usual, but this situation is expected to be relieved with the arrival of shipments from the Belgian markets.

## Prices On Everjet Carbon Paint Now Reduced

**Toronto.**

A reduction of $1.50 per case has been announced by the manufacturers in prices on Everjet elastic carbon paint. The revised quotation on the 1-gallon size is now $10.50 per case.

## Fair Volume Of Putty Sales Expected During Fall

**Toronto.**

Although no announcement has been made by the manufacturers in this connection, yet price reductions on putty are looked for in paint circles generally. The current demand is quoted as fair for this season of the year, and although it is expected that sales will appreciably increase with the advent of the fall season, it is in anticipation of this marked improvement in the volume of business in putty, that price revisions would be welcomed. At present, however, quotations remain unchanged at the following levels:

| PUTTY | Per 100lbs. |
|---|---|
| Standard in 100 lb. drums | $ 7 05 |
| do., in 25 lb. irons | 7 30 |
| do., bladders in bibls | 8 30 |
| do., less quantities | 8 55 |
| Pure, in 100 lb. drums | 8 55 |
| do., in 25 lb. irons | 8 80 |
| do., bladders in bbls | 9 80 |

## Easy Tone In White Lead

**Toronto.**

The tendency among the paint trade to expect some lower revisions in prices has spread to the quotations on white lead in oil, and in some quarters reductions are looked for along these lines, consequent upon the declines evident in prices of lead and oil, when the current figures are compared with the high levels which prevailed during the war period of price inflation.

While the prevailing movement is a little easier than formerly, there has been no official announcement in this connection, and local prices on white lead in oil, at present, remain unchanged at $14.95 per 100 lbs. in ton lots, and $15.30 per cwt., in smaller quantities.

## Linseed Oil Prices Steady

**Toronto.**

The linseed oil market has taken on a little easier tone during the week, but this is primarily due to a falling off in the current demand, with prices maintained at last week's level.

This easiness followed on the decline in flax seed prices, while there has been a corresponding falling off in demand for cake meal products. This has served to counterbalance the seed market fluctuations, as a recession in the by-products generally effects a firmer tone on linseed oil.

Recovery of the flax seed markets is, however, generally looked for, and distributors state that the prevailing price levels are not expected to suffer any serious declines until the results of the western flax crop is finally ascertained. This is usually evident during the month of October. In this connection, it is pointed out that the Ontario acreage of flax is estimated to be somewhat smaller than last year, so that fair prices are generally assured for the current season's seed. Cake meal prices have recently sagged, and until a marked improvement in the demand for this by-product is evident, the linseed oil quotations are likely to maintain a firm undertone. The prevailing movement is fair, but not so heavy as formerly. Following are present prices:

| LINSEED OIL | Raw | Boiled |
|---|---|---|
| 1 to 2 barrel lots, per gal. | $ 0 97 | $ 1 00 |
| 3 to 5 barrel lots, per gal. | 0 96 | 0 99 |
| 6 to 9 barrel lots, per gal. | 0 94 | 0 97 |

Less barrels, add 15 cents per gallon.

## New Brush Prices To Hold For Some Time

**Toronto.**

The revision to a lower level in prices on painters' and household brushes is now general on the markets. Manufacturers announce that revised price lists are being issued, which show approximate reductions of from 15 to 20 per cent. on the various lines. The new lists will be distributed as soon as received in printed form.

In making these revisions, the manufacturers point out that all brushes have been refigured at the prevailing replacement values, wherever possible, and the current price lowering is the result. The new quotations are said to be as low as practical, taking into account the present state of the bristle markets, and will likely remain in force without further change for some time. The opinion was expressed in one quarter that no more price revisions are expected until May, 1922.

Prices on the bristle markets have remained firm, and no outstanding decline is looked for in this direction. The ravages of the recent Chinese famine had some effect on the sources of supply, but this situation was minimized to a certain extent through the falling off in demand for brushes with the arrival of the off season. Russian bristles have not yet re-appeared on the markets, and it is stated as doubtful whether that country will be in a position to resume a pre-war standing as regards supplies for some time.

## Glass Tendency Is Upward

**Toronto.**

The prevailing tendency of the glass markets is undoubtedly in an upward direction. Having fallen to remarkably low depths during recent months, a slight gradual improvement has been noted in the past few weeks, combined with a more optimistic outlook for the fall period. Trade conditions do not, as yet, point towards any marked strenuous activity, but dealers are looking forward to a fair movement in window glass this season, consequent upon the developments reported in building circles. Although stocks are generally smaller than in former years, supplies are expected to be ample for normal requirements.

## Shellac Prices More Uniform

**Toronto.**

The range which was formerly shown in prices on shellac has now eased a little, and a closer uniformity is noted in current quotations on orange. The variations among distributors, however, is still evident, although the difference is not so marked as formerly, indicating a gradual return to general price levels.

Small lot buying to cover current requirements has been the cautious method adopted by purchasers, and with a slight uncertainty existing as to the probable range of future quotations, owing to the lack of uniformity in recent prices, this attitude is expected to continue. Following are the prevailing local quotations:

| SHELLAC— | Pure White | Pure Orange |
|---|---|---|
| In bbls. per gal. | $ 4 25—4 50 | $3 65—4 00 |
| Gal. jugs, per gal. | 4 75—5 00 | 4 15—4 50 |

## Firm Tone In Turpentine On Primary Markets

**Toronto.**

An advancing tendency has recently been noted in the turpentine market, to which was attributed the five-cent increase in quotations announced last week. There is no very firm demand for turpentine at this season, and the advance in prices on the primary market, coupled with the firm undertone recently recorded, is taken in some quarters that the advance is purely nominal, and is a reflection of the activity in southern centres. Distributors have been advised that buying for foreign account has been one of the primary factors in the movement, but advices along these lines are not detailed.

Local prices are unchanged, and turpentine remains firm at the higher levels announced last week. Distributors state that with the prevailing strength of the primary markets, there is very little room for lower quotations, and should the southern prices be maintained, this firmer tone would consequently be reflected in local quotations. Prevailing turpentine levels are as follow:

| TURPENTINE | |
|---|---|
| 1barrel lots, per Imp gal. | $ 1 00 |
| 2 to 4 barrel lots, per Imp.gal. | 0 99 |
| 5gallon lots, perImp. gal. | 1 15 |

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION, DOMINION

| | Blk. List. | Lesmok List. | Smkless. List. |
|---|---|---|---|
| 22 Short ... | ..... | $10 00 | 10 70 |
| BB Caps ... | ..... | ..... | $ 7 00 |
| 22 S. Mush .. | ..... | ..... | 11 50 |
| 22 Long .... | ..... | 12 00 | 15 00 |
| 22 L. Mush. . | ..... | ..... | 16 00 |
| 22 L. R., do. | ..... | ..... | 18 70 |
| 22 L. Rifle ... | ..... | 14 00 | 17 50 |
| 25 Short ... | $23 50 | ..... | ..... |
| 25 Long ... | 33 00 | ..... | ..... |
| 32 Short ... | 23 50 | ..... | ..... |
| 25/20 ... ... | 56 00 | ..... | 70 00 |
| 25 Colt Auto. | .... | .... | 58 00 |
| 30 Mauser . | ..... | ..... | 91 00 |
| 32 S. & W.. | 38 50 | ..... | 42 00 |
| 32 S. Colt .. | 38 50 | ..... | ..... |
| 32 Colt Auto. | ..... | ..... | 63 00 |
| 32/20 ... .. | 56 00 | ..... | 70 00 |
| 38 S. & W. . | ..... | ..... | 54 50 |
| 44 G. Getter . | ..... | ..... | 66 50 |
| 44/40 ... .. | 66 50 | ..... | 84 00 |
| 455 Target . | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross .... | ..... | ..... | 209 00 |
| 25/35 ..... | ..... | ..... | 125 50 |
| 30/30 .... . | ..... | ..... | 144 50 |
| 303 Savage . | ..... | ..... | 144 50 |
| 303 British . | ..... | ..... | 190 00 |
| 32/40 . ... . | 102 50 | ..... | 121 50 |
| 32 Special ... | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. .... | ..... | ..... | 190 00 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 35 Rem. Rim | ..... | ..... | 159 50 |
| 38/55 .. .. | 125 50 | ..... | 152 00 |
| 45/70-405 .. | 133 00 | ..... | ..... |

Dominion Ammunition—Discount 30/20%.

### AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AXES

| | | |
|---|---|---|
| Boys' Axes ..... | 14 25 | 15 50 |
| Hunters' Axes .... | 12 00 | 13 50 |
| Single Bits, doz. . | 18 00 | 19 50 |
| Double Bit ..... | 23 50 | 24 00 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2... | $ .25 | Group 3.... | $ 50 |
| Group 4... | .75 | Group 5.... | 1.00 |
| Group 6... | 1.25 | Group 7.... | 1.75 |
| Group 8... | 2.25 | Group 9.... | 2.75 |
| Group 10... | 3.25 | | |

Axes, Bench, 45 per cent. off list.

### BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

### BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
F.O.B. Montreal.

### BITS, AUGER

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3-16.... | $ 6.00 | 18-16.... | $12.00 |
| 4-16.... | 5.00 | 19-16.... | 14.00 |
| 5-16.... | 5.00 | 20-16.... | 14.00 |
| 6-16.... | 5.00 | 21-16.... | 16.00 |
| 7-16.... | 5.00 | 22-16.... | 16.00 |
| 8-16.... | 5.00 | 23-16.... | 18.00 |
| 9-16.... | 6.00 | 24-16.... | 18.00 |
| 10-16.... | 6.00 | 25-16.... | 21.00 |
| 11-16.... | 7.00 | 26-16.... | 21.00 |
| 12-16.... | 7.00 | 27-16.... | 24.00 |
| 13-16.... | 8.25 | 28-16.... | 24.00 |
| 14-16.... | 8.25 | 29-16.... | 27.00 |
| 15-16.... | 9.50 | 30-16.... | 27.00 |
| 16-16.... | 9.50 | 31-16.... | 30.00 |
| 17-16.... | 12.00 | 32-16.... | 30.00 |

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 15%
Irwin Car Bits, add 5%.

F.O.B. Toronto, Montreal, London and Hamilton.

### BOARDS, BAKE

| | ⅜ Rim. | ¾ Rim |
|---|---|---|
| 0—16 x 22 Doz. .... | $ 8 90 | $12 50 |
| 1—18 x 24 doz. .... | 10 78 | 12 80 |
| 2—18 x 29 doz. .... | 12 10 | 14 75 |
| 3—20 x 30 doz. .... | 13 86 | 17 75 |

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1, Daisy ..... | $38 00 |
| No. 10, Daisy ..... | 43 00 |
| No. 33 ..... | 21 00 |
| No. 35 ..... | 38 00 |
| No. 36 ..... | 43 00 |
| Perfection ..... | 48 00 |

### BOARDS (Wash) Zinc.

| | Dozen |
|---|---|
| Baby Globe ..... | $ 3 00 |
| Beaver (brass) ..... | 9 00 |
| Canada Glass ..... | 9 00 |
| Competition Globe (metal).. | 5 99 |
| Diamond King (glass) ..... | 8 75 |
| Enamel Queen ..... | 9 50 |
| Glass Globe ..... | 8 75 |
| Improved Globe ..... | 5 85 |
| Jubilee ..... | 7 15 |
| Neptune ..... | 6 50 |
| Newmarket King ..... | 7 15 |
| Pony ..... | 2 70 |
| Royal Globe ..... | 6 00 |
| Solid Back Globe ..... | 7 25 |
| Standard Globe ..... | 6 00 |
| Surprise ..... | .... |
| Supreme Zinc ..... | 6 50 |
| Western King (enamel) ..... | 9 50 |

F. O. B. Newmarket.
Subject to acceptance.

### BOILERS (Range)

| | each |
|---|---|
| 30-gal., standard ..... | 8 75 |
| 30-gal., extra heavy ..... | 11 50 |

Prices nominal.

### BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅝ in. dia. and longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 in. dia, and larger, 20 %.
Machine Bolts, ⅝ in. dia. and smaller, 4 in. and shorter, 45%
Machine Bolts, ⅝ in. dia. and smaller, longer lengths, 30%.
Machine Bolts, 7-16 in. dia. and larger, 35 %.
Sleigh Shoe Bolts, all sizes, 20%.
Coach and Lag Screws, 40%.
Bolt Ends, 35%.
Square Head Blank Bolts, 35%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 30%.
Elevator Bolts, large head, 20%.
Elevator Bolts, corrugated heads 50%.
Fancy Head Bolts, 20%.
Shaft Bolts, ($3 list), 20%.
Step Bolts, large head ($3 list) 20%.
Whiffletree Bolts, 20%.
Tire Bolts, 50%.
Stove Bolts, 65%.
Nuts, 2 in. and smaller, square Blank, add to list, 50 cents.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.00.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.00.
Tapped, add to list, $1.50.
Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2%.

### BORAX

Lump Crystal Borax, lb..13c-15c

F. O. B., Montreal, London, Toronto.

### BRASS

| | Base |
|---|---|
| Sheets, base, Montreal ..... | 0 27 |
| Do., Toronto ..... | 0 27 |
| Rods, base ½ to 1 in., round, Montreal ..... | 0 25 |
| Do., Toronto ..... | 0 27 |
| Tubing, seamless, base, Montreal ... ..... | 0 35 |
| Do., Toronto ..... ..... | 0 34 |

F.O.B. Montreal and Toronto.

### BROOMS

| | Doz. |
|---|---|
| No. 5, 4 strings..... | $ 6 65 |
| No. 5, standard..... | 7 50 |
| Little Beauty ..... | 9 40 |
| Royal Blue ..... | 13 90 |

### BUTTS

| | Wrought Steel— |
|---|---|
| No. 840 ..... | Net |
| No. 800 ..... | Net |
| No. 838 ..... ... ... ... | ..Net |
| No. 808 ..... | add 10% |
| No. 804 ..... | less 10% |
| No. 802 ..... | .Net |
| No. 810 ..... | add 25% |
| No. 814 ..... | add 25% |

F.O.B. Toronto, Montreal, London, Hamilton.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### CEMENT

Quotations withdrawn. Prices on application.

### CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

### CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

### CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

### CLOCKS—ALARM—

| | each |
|---|---|
| Big Ben .....$ | 3 75 |
| Good Morning, each ..... | 1 90 |
| Lookout ..... | 2 05 |
| Sleepmeter ..... | 2 25 |

### CLOTHES BARS AND DRIERS

| | Per doz. |
|---|---|
| Clothes Bars, No. 1 ..... | 14 40 |
| No. 2 ..... | 19 00 |
| No. 3 ..... | 14 40 |
| No. 4 ..... | 11 00 |
| No. 5 ..... | 16 00 |
| No. 6 ..... | 13 00 |

### CLOTHES HORSE, Etc.

| | Folding | Exten. |
|---|---|---|
| 4 ft. ..... | $13 50 | $27 00 |
| 5 ft. ..... | 17 00 | 34 00 |
| 6 ft. ..... | 20 00 | 40 00 |

### CLOTHES LINES (Galvanized)

| No. | 1,000 ft. |
|---|---|
| 18—100 ft. lengths ..... | $6 50 |
| 18—50 ft. lengths ..... | 7 10 |
| 19—100 ft. lengths ..... | 5 50 |
| 19—50 ft. lengths ..... | 6 75 |

F.o.b. Montreal, Toronto, London.

### COBBLER SETS

Common, per set ..... $1 35

### CLOTHES LINE REELS

| | Doz. net |
|---|---|
| No. 3 ..... | $20 [illegible] |
| No. 3½ ..... | 21 61 |
| No. 4 ..... | 28 30 |

### COIL CHAIN

| | Fireweld | Proof B.B |
|---|---|---|
| 5-16 inch ..... | .... | 19 40 |
| ⅜ inch ..... | 15 30 | 16 55 |
| 7-16 inch ..... | 13 15 | 16 15 |
| ½ inch ..... | 12 75 | 15 75 |
| ⅝ inch ..... | 12 00 | 13 65 |
| ¾ inch ..... | 11 25 | 13 40 |
| ⅞ inch ..... | 10 80 | 13 00 |
| 1 inch ..... | 10 40 | 12 60 |

F.O.B. Montreal and Toronto.

| | Electric Proof | Weld |
|---|---|---|
| 3-16 in. ..... | $17 80 | $20 25 |
| ¼ in. ..... | 16 25 | 18 70 |
| 5-16 in. ..... | 13 75 | 15 50 |
| ⅜ in. ..... | 11 75 | 13 75 |
| 7-16 in. ..... | 11 25 | 13 25 |
| ½ in. ..... | 11 00 | 12 50 |
| ⅝ in. ..... | 11 25 | 12 80 |
| ¾ in. ..... | 11 00 | 12 50 |

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net; breast chains, No. 220, .... doz. pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

### COMBS—CURRY—

| | Doz. |
|---|---|
| No. 111 ..... | $2 00 |
| No. 121 ..... | 2 20 |
| No. 127 ..... | 2 90 |

### CATTLE—

| | |
|---|---|
| 98 ..... | $2 60 |
| 100 ..... | 3 70 |

F.O.B. Montreal, Toronto, Hamilton, London.

### COPPER—

| | Mont. Base | Toronto Base |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. ... | 0 32 | 0 32 |
| Soft sheets, plain, 16 oz. and heavier, lb. | 0 32 | 0 32 |
| Plain Tinned, 16 oz. and heavier, lb. . | 0 37 | 0 40 |
| Polished and Tinned 16 oz. and heavier, lb. ... ..... | 0 42 | 0 45 |
| Tubing, lb. ..... | 0 36 | 0 37 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. ..... | $0 52 |
| No. 7, lb. ..... | 0 51 |
| Nos. 8, 9, 10, 12..... | 0 50 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CROWBARS

Per 100 lbs.—Montreal, $9.00; Toronto, $9.50; London, $9.75.

### DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

| | |
|---|---|
| 2 ft. 6 in., doz. ..... | $45 00 |
| 2 ft. 8 in., doz. ..... | 45 60 |
| 2 ft. 10 in., doz. ..... | 46 70 |
| 2 ft. 7 in., doz. ..... | 46 80 |

### DRILLS—

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank List each.

| | | | |
|---|---|---|---|
| ⅛..... | $0.45 | 19/32..... | $1.20 |
| 5/32..... | .45 | ⅝..... | 1.30 |
| 3/16..... | .50 | 21/32..... | 1.40 |
| 7/32..... | .55 | 11/16..... | 1.50 |
| ¼..... | .60 | 23/32..... | 1.60 |
| 9/32..... | .65 | ¾..... | 1.70 |
| 5/16..... | .70 | 25/32..... | 1.80 |
| 11/32..... | .75 | 13/16..... | 1.90 |
| ⅜..... | .80 | 27/32..... | 2.00 |
| 13/32..... | .85 | ⅞..... | 2.10 |

(Continued next page.)

**DRILLS**—Continued

| | | | |
|---|---|---|---|
| 7/16 | .90 | 29/32 | 2.20 |
| 15/32 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

**BIT STOCK**, list per doz., less 45%.

| | | | |
|---|---|---|---|
| 3/32 | $2.70 | ⅜ | $8.50 |
| ⅛ | 3.00 | 7/16 | 10.50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4.00 | 9/16 | 15.50 |
| 7/32 | 4.50 | ⅝ | 18 00 |
| ¼ | 5 00 | 11/16 | 21.00 |
| 9/32 | 6.00 | ¾ | 24 00 |
| 5/16 | 7 00 | ⅞ | 30.00 |

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

**EMERY CLOTH**
See under Sandpaper.

**ENAMELWARE**
See prices under heading Wares.

**FILES AND RASPS**
Discounts below apply to list of Nov. 1, 1899.

| | |
|---|---|
| Great Western, Amer. | 50% |
| Kearney, Foot, Arcade | 55% |
| J. Barton Smith, Eagle | 55% |
| P. H. and Imperial | 55% |
| Globe | 55% |
| Nicholson | 32½% |
| Black Diamond | 32½% |
| Delta Files | 20% |
| Firth Files | 50% |

F.o.b. Toronto, Montreal, London and Hamilton.

| **FITTINGS**— | Mont. | Tor. |
|---|---|---|
| Cast iron fittings | 20% | 20% |
| Malleable bushings | 30% | 30% |
| Cast bushings | 30% | 30% |
| Unions | 40% | 40% |
| Flanged unions | 20% | 20% |
| Plugs, cast iron | 30% | 27½% |
| Plugs, solid | .... | 10% |
| Plugs, countersunk | net | net |
| Couplings, 4 in. and under | 25% | 25% |
| Do., 2½ in. and larger | 5% | 5% |

| **POUND GOODS**— | Blk. | Galv. |
|---|---|---|
| Class— | Montreal | |
| A | .... | .... |
| B | 0 20 | 0 28 |
| C | 0 13 | 0 20 |
| | Toronto | |
| A | 0 60 | 0 75 |
| B | 0 24 | 0 34 |
| B | 0 15 | 0 24 |

**NIPPLES, WROUGHT**
Close and short, 4 in. and under, 45%, 4½ and larger, 35%; long, 4 in. and under, 55%, 4½ in. and larger, 45%; running thread, 4 in. and under, 25%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

| **GRINDSTONES**— | Per 100 lbs. |
|---|---|
| Under 50 lbs., 1½ to 1¾" face | 5 00 |
| Under 50 lbs., 2¼ to 3" face | 4 25 |
| Over 50 lbs., 2¼ to 3" face | 4 00 |
| Bi-Treadle, each | 9 75 |
| Cycle BB | 8 75 |

| **GRINDSTONE FIXTURES** | Doz. |
|---|---|
| No. 22 | $9 60 |
| No. 33 | 9 95 |
| No. 2½ | 11 90 |
| No. 3 | 12 00 |

F.o.b. Toronto.

| **HALTERS, LEATHER** | Doz. |
|---|---|
| Russett rope tie, 1 in. | |
| Black, rope tie, 1 in. | |
| Black, rope tie, 1¼ in. | |
| No tie, 1 in. | |
| No tie, 1¼ in. | |

**HALTERS, ROPE**

| | |
|---|---|
| Sisal, 7-16 in. | |
| Do., 9-16 in. | |
| Jute, 7-16 in. | |
| Do., 9-16 in. | |

**HAME FASTENERS**

| | Per Doz. |
|---|---|
| Dodson | $4 60 |

| **HAMMERS, NAIL** | Doz. |
|---|---|
| No. 21 | $14 00 |
| No. 1 | 19 00 |
| Nos. 1½, 61½ | 18 75 |

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can. 2-2½ lbs., cwt. | $25 00 |
| Do., 3-4½ lbs. | 23 00 |
| Do., 5 lbs. and over | 16 00 |
| Masons, 2-2½ lbs. | 31 50 |
| Do., 3-4½ lbs. | 28 25 |
| 5 lbs. and over | 23 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HAMMERS, STRIKING**

| | |
|---|---|
| No. 38, No. 46, 5 lbs. and over | $16 00 |

**HAMMERS, MACHINIST**

| | |
|---|---|
| No. 30, 1-lb. | $12 60 |
| No. 30, 1¼-lb. | 13 50 |

Net.

**HANDLES (WOOD)**
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

**HANGERS, BARN AND PARLOR.**
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

| | List |
|---|---|
| Atlas No. 0 | $13 35 |
| Do., No. 1 | 13 80 |
| Do., No. 2 | 15 85 |
| Stearns, 4 in. | 12 80 |
| Do., 5 in. | 16 00 |
| Perfect, No. 1 | 10 50 |
| Canada | 13 25 |
| Hatch | 13 25 |
| National | 15 00 |
| America | 19 00 |
| Great West | 30 00 |

| **HATCHETS, LATHING** | Per Doz. |
|---|---|
| No. 3 | $10 25 |
| No. 4 | 11 25 |

| **HATCHETS, SHINGLING** | |
|---|---|
| No. 1 | $10 25 |
| No. 2 | 11 25 |

| **HATCHETS, BARRELLING** | |
|---|---|
| Nos. 50, 60 | $15 75 |

| **HATCHETS, CLAW** | |
|---|---|
| No. 7 | $12 25 |
| No. 8 | 13 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Glower Heater | $12 00 |
| Heatray Heater | 14 00 |

Discount 22%-33%, according to quantity.

| | |
|---|---|
| Majestic, 1 Burner | $11 50 |
| Do., 2 Burner | 17 50 |

Discount 27½%.

| | |
|---|---|
| Universal | 13 80 |

Discount 20 and 5%.
F.o.b. Toronto.

**HINGES, SPRING**

| | |
|---|---|
| No. 200 and No. 20, per doz. | $ 2 50 |
| Ajax Floor No. 3111, per set | 1 85 |
| Reliance Door No. 270. | |
| Light, per doz. | 3 15 |
| Medium, per doz. | 4 20 |
| Heavy, per doz. | 6 40 |

**HINGES, TEE AND STRAP**

| Heavy in Bulk. | Strap Doz. | Tee pairs. |
|---|---|---|
| 4 inch | $3 00 | $2 55 |
| 5 inch | 3 70 | 3 20 |
| 6 inch | 4 00 | 3 60 |
| 8 inch | 5 40 | 4 10 |
| 10 inch | 9 60 | 7 30 |
| 12 inch | 11 90 | 11 60 |
| 14 inch | 13 60 | 11 80 |

Discount 35%.

| Light. Net Prices. | | |
|---|---|---|
| 3 inch | $0 90 | $0 90 |
| 4 inch | 1 08 | 1 00 |
| 5 inch | 1 26 | 1 17 |
| 6 inch | 1 53 | 1 35 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

| | |
|---|---|
| **HOES.** Grub | $9 75 |

| **HOOKS, GRASS** | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 90 | $7 50 |
| No. 3, per doz. | 5 00 | 8 00 |
| No. 4, per doz. | 5 10 | 8 50 |
| Little Giant, | 8 00 | ... |
| Barden Patent | 8 00 | .... |

F.o.b. Montreal, Toronto.

| **HORSESHOES** Patterns | Sizes made | Price per keg No. 2 and larger | No. 1 and smaller |
|---|---|---|---|
| | | Less 20c | |
| Light iron | 0-7 | $7.75 | $8.00 |
| Long heel light iron | 3-7 | 7.75 | |
| Medium iron | 1-8 | 7.75 | 8.00 |
| Heavy iron | 6-8 | 7.75 | |
| Snow | 1-6 | 8.00 | 8.25 |
| New-light "XL" steel | 1-6 | 8.20 | 8.45 |
| Featherweight "XL" steel | 0-4 | 9.60 | |
| Special-countersunk | 0-4 | 10.10 | ... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $19 00 |
| Do., ⅝ in., 10 ft. | 21 50 |
| Do., ¾ in., 100 ft. | 25 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**IRON AND STEEL**
See weekly report.

**IRON, TINNED**
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

**IRONS (SAD)**

| | |
|---|---|
| Potts, polished, per set | $2 18 |
| Potts, nickel plated, per set | 2 30 |
| Potts handles, japd., doz. | 2 15 |
| Common, No. 1, 4 and 5 lbs. | 18 00 |
| Do., 6 lbs. and up | 17 00 |

F.o.b. Montreal.

**IRONS, ELECTRIC**
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

**KNIVES, HAY**

| | |
|---|---|
| Spear Point | $19 00 |
| Lightning | 17 50 |
| Heath's | 17 50 |

**LADDERS. ETC.**

| **Step Ladders** | Per ft. |
|---|---|
| Standard | 0 46 |
| Household | 0 30 |
| Shelf Lock, 4 to 8 ft. only | 0 32 |
| Faultless, 4 to 8 ft. only | 0 45 |
| Do., 10, 12 and 14 ft. | 0 53 |
| **Single and Fruit Picking** | |
| 10 ft. to 16 ft. | 0 28 |
| 18 ft. to 20 ft. | 0 29 |

F.o.b. Toronto, Hamilton, London,

| **Roped and Straight Extension Ladders** | |
|---|---|
| 20 to 32 ft. | 0-32 |
| 36 to 44 ft. | 0 35 |
| Over 44 ft. | 0 43 |
| Special quality, 20 to 40 ft. | 0 40 |
| Three section extension | 0 40 |

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS.** Per doz.

| | |
|---|---|
| Short or Long Globe, plain or jap'd | $12 00 |
| Dash, plain | 18 75 |
| Do., Japd | 19 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES**
Cold Blast, Short or Long

| | |
|---|---|
| 1 doz. cases | $1 65 doz. |
| 3 doz. cases | 1 55 doz. |
| 6 doz. cases | 1 35 doz. |
| Cold blast, genuine ruby | 5 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

| **LATCHES**— | Per doz. |
|---|---|
| Steel Thumb, No. 2 | $2 25 |
| Do., No. 3 | 3 15 |
| Do., No. 4 | 4 70 |
| Barn Door, No. 5 | 3 30 |
| Do., No. 9 | 2 50 |

F.o.b. Montreal, Toronto, London.

**LEAD**—
For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**—

| | List each. |
|---|---|
| Dowswell | $12 75 |
| Noiseless | 17 50 |
| Hamilton | 14 00 |
| Peerless | 14 50 |
| Snowball | 19 50 |
| New Century, style A | 19 75 |
| New Century, style B | 21 75 |
| New Century, Electric | 160 00 |
| Playtime, engine drive | 27 00 |
| Ideal Power | 30 00 |
| Seafoam, electric, style A | 105 00 |
| Seafoam, engine drive | 50 00 |
| Sunshine | 10 25 |
| Popular | 14 50 |
| Economic | 16 00 |
| Puritan | 19 50 |
| New Champion | 21 50 |
| Home | 21 50 |
| Vacuum | 28 00 |
| Home Water, motor | 28 00 |
| Whirlpool, water power | 31 00 |
| Hydro, 1 Tub, engine drive | 57 00 |
| Do., do., electric | 116 50 |
| Rotary water motor washer | 29 00 |
| Connor ball-bearing, with rack | 22 75 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 132 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor, vacuum | 27 50 |
| Patriot | 21 50 |
| Jubilee | 12 50 |
| Canada First | 21 50 |

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MATTOCKS**—

| | |
|---|---|
| Cutter, doz. | $12 25 |
| Pick, doz. | 12 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**—

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $36 24 |
| No. 8, dozen | 40 92 |
| Universal— | |
| No. 4, dozen | $40 00 |
| No. 8, dozen | 52 00 |

| **MOPS**— | Doz. net |
|---|---|
| Liquid Veneer | $20 00 |
| O-Cedar, less handle | 14 00 |
| Do., with handle | 16 00 |
| S. W. Mops, complete | 4 75 |
| Mop Sticks, No. 8 | 2 00 |
| Cast Head Mop | 2 00 |
| Crescent, No. 10 | 2 85 3 25 |
| Crank wringing | 7 00 9 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**—

| | |
|---|---|
| Adanac | 35% |
| Woodyatt | 20% |
| Empress | 20% |
| Mayflower | 25% |
| Ontario Daisy | 20% |
| Star | 20% |
| Whippet | Net |
| Thousand Island | Net |
| Red Wing | Net |
| Blue Bird | Net |

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

**NAILS**—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| 1 inch | $1 50 | 2¾ inch | $0 30 |
| 1⅞ inch | 1 40 | 3 inch | 0 20 |
| 1¼ inch | 1 15 | 3¼ inch | 0 15 |
| 1½ inch | 0 80 | 3½ inch | 0-10 |
| 1¾ inch | 0 75 | 4 inch | 0 05 |
| 2 inch | 0 60 | 4½ inch | 0 05 |
| 2¼ inch | 0 55 | 5 inch | base |
| 2½ inch | 0 30 | 5½ inch | base |
| | | 6 inch | base |

6½ to 12-inch 2 ga. and heavier 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.30 base.
Owen Sound or Collingwood, $4.40 base.
F.o.b. Montreal, $4.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.30.
Sault Ste. Marie, Port Arthur, Fort William, $4.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

**NAILS, CUT**—
Montreal, $4.85; London, $4.85, base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.
F.o.b. Montreal, Toronto, Hamilton,

**NAILS (HORSE)**

| Size | C Brand |
|---|---|
| apewell— | Per 25-lb.box |
| No. 5 | $6 75 |
| No. 6 | 6 50 |
| No. 7 | 6 25 |
| No. 8 | 6 00 |
| No. 9 to 12 | 5 75 |

Discount, 10%

**"M.R.M." BRAND**

Net Price List

| No. | Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 25 |
| 4 | 1¾" | 10 25 |
| 5 | 1 15-16" | 5 25 |
| 6 | 2⅛" | 5 00 |
| 7 | 2 16-16" | 4 75 |
| 8 | 2½" | 4 75 |
| 9 | 2 11-16" | 4 50 |
| 10 | 2⅞" | 4 50 |
| 11 | 3 1-16" | 4 50 |
| 12 | 3¼" | 4 50 |

F.o.b. London, Hamilton, Montreal, Toronto.

**NETTING, POULTRY**

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 00 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mesh and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $16 50 | 36 inch... | $24 00 |
| 30 inch.. | 20 00 | | |

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

| Invincible— | Per rod |
|---|---|
| 1848 | $0 95 |
| 2060 | 1 05 |

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | 5 50 |
| 36-inch, per roll | 7 15 |
| 48-inch, per roll | 8 85 |
| 60-inch, per roll | 9 85 |
| 72-inch, per roll | 11 25 |

Put up in 10 rod rolls.

**NIPPLES**

See Fittings.

**NAKUM—**

| | |
|---|---|
| Special No. 1 | $17 00 |
| Plumbers' | 7 50 |

F.o.b. Montreal, Toronto.

**OILS**

| | Toronto |
|---|---|
| Royalite, gal. | 0 17½ |
| Palacine, gal. | 0 20½ |
| Gasoline, net, gal. | 0 31 |

Above prices net.

| | Gallon |
|---|---|
| Black oil (summer) | 0 21.1 |
| Black oil (winter) | 0 21.6 |
| Capital, cylinder | 0 78.1 |
| Mach. oil, reg. grades | 0 46.6 |
| Imperial gas engine oil | 0 59.1 |
| Paraffine | 0 22.5 |

List, less 15% on above.

| | |
|---|---|
| Imperial Kerosene, tractor | 1 25 |

List less 25%.

| | |
|---|---|
| Polarine, per gal., list | $ 1 05 |
| Polarine, medium, list | 1 05 |
| Polarine, heavy, list | 1 05 |
| Polarine, ex-heavy, list | 1 40 |

List, less 25 per cent.

| | |
|---|---|
| Gargoyle Mobiloil E and Arctic | 1 45 |
| Gargoyle Mobiloil, B | 1 70 |
| Gargoyle Mobiloil, BB | 1 70 |
| Gargoyle Mobiloil, A | 1 60 |

List, less 25 per cent. on above.

| | |
|---|---|
| Fuel Oil, bbl., net | 0 08.2 |
| Do., tank cars, net | 0 06.2 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

**PACKING**

| | Per lb. |
|---|---|
| Fine jute | $0 17 |
| Coarse jute | 0 13 |
| Hemp | 0 36 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

**PAPER**

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No. 1, Anch | $1 35 | 1 35 |
| Do., No. 2, Anch. | 0 85 | 0 85 |
| Do., No. 2 Elephant. | 0 85 | 0 95 |
| Tarred Fibre, No. 1 Anchor | 1 45 | 1 45 |
| No. 2 | 1 10 | 1 10 |
| Elephant Brand, tarred, No. 2 | 1 10 | 1 25 |
| Surprise Fibre | 0 95 | 1 05 |
| Empress Dry Sheath'g | | 1 45 |
| Stag Sheathing | 0 95 | 0 95 |
| Cyclone, dry | 1 35 | 1 45 |
| Do., tarred | 1 45 | 1 60 |
| Joliette Sheathing | 0 85 | 0 95 |
| Do., tarred | 1 10 | 1 25 |

| | Per 100 lbs. |
|---|---|
| Monarch Sheathing, white | 5 75 |
| Do., gray | 4 75 |
| Straw Sheathing, heavy, dry | 4 05 |
| Red Star heavy tarred straw. | 4 25 |
| Imp. White Sheathing | 5 75 |
| Imp. Grey Sheathing | 4 75 |
| Scythe Brand dry straw | 4 05 |
| Spruce Sheathing, 36" and 72" wide | 7 25 |
| Asbestos Sheathing | 10 00 |
| Carpet Felt | 6 00 |
| Tarred Felt, 7, 10 and 16 oz. | 4 85 |

F.o.b. Toronto and Montreal and Hamilton.

**PASTE**

| Stick-Fast | |
|---|---|
| In barrels, 250 lbs., lb. | 0 14 |
| Barrels of 5 lbs., cotton bags, lb. | 0 15 |
| In kegs, 125 lbs., lb. | 0 16 |
| In 50-lb. boxes, lb. | 0 18 |
| In 25-lb. boxes, lb. | 0 19 |
| Solpar | |
| Barrels (200 lbs.), per lb. | 0 14 |
| 2-lb. pkgs, case lots, lb. | 0 16 |
| 1-lb. pkgs., case lots, lb. | 0 17 |

**PICKS—**

| Clay— | Montreal | Toronto |
|---|---|---|
| 5 to 6 lbs., doz. | $ 9 50 | $ 9 75 |
| 6 to 7 lbs., doz. | 10 50 | 10 75 |
| Rock— | | |
| 7 to 8 lbs., doz. | 11 50 | 11 75 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | $2 25 |
| 4 gross (cartons), 4 in. | 2 25 |
| Spring, 2 grs. box | 1 90 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 52, July 11, 1921.

**Standard Butterweld Pipe S-C.**

Per 100 feet

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 50 | $ 8 50 | $ | $ |
| ¼ in.. | 4 56 | 6 60 | 5 76 | 7 80 |
| ⅜ in.. | 4 56 | 6 60 | 5 76 | 7 80 |
| ½ in.. | 5 87 | 7 40 | 7 65 | 9 10 |
| ¾ in.. | 7 02 | 8 97 | 9 55 | 11 50 |
| 1 in.. | 10 03 | 12 92 | 13 77 | 16 66 |
| 1¼ in.. | 13 57 | 17 48 | 18 63 | 22 54 |
| 1½ in.. | 16 23 | 20 90 | 22 28 | 26 95 |
| 2 in.. | 21 83 | 28 12 | 29 97 | 36 26 |
| 2½ in.. | 34 52 | 44 46 | | |
| 3 in.. | 45 14 | 58 14 | | |
| 3½ in.. | 59 80 | 75 44 | | |
| 4 in.. | 70 85 | 89 38 | | |

**Standard Lapweld Pipe S.C.**

Per 100 feet.

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| 2 in.. | $25 53 | $31 82 | $33 67 | $39 96 |
| 2½ in.. | 38 03 | 47 97 | 50 90 | 60 84 |
| 3 in.. | 49 73 | 62 73 | 66 56 | 79 56 |
| 3½ in.. | 60 72 | 76 36 | 80 96 | 96 60 |
| 4 in.. | 71 94 | 90 47 | 95 92 | 114 45 |
| 4½ in.. | 81 28 | 102 87 | 1 12 | 1 33 |
| 5 in.. | 94 71 | 119 88 | 1 30 | 1 55 |
| 6 in.. | 1 23 | 1 56 | 1 69 | 2 02 |
| 7 in.. | 1 64 | 2 09 | 2 21 | 2 63 |
| 8L in.. | 1 73 | 2 20 | 2 33 | 2 75 |
| 8 in.. | 1 99 | 2 53 | 2 68 | 3 17 |
| 9 in.. | 2 38 | 3 04 | 3 21 | 3 80 |
| 10L in.. | 2 21 | 2 82 | 2 98 | 3 52 |
| 10 in.. | 2 84 | 3 63 | 3 83 | 4 53 |

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $18 40 | |
| 3 in. in 10-ft. lengths, list. | 22 30 | |
| 4 in., in 10-ft. lengths, list. | 29 60 | |
| 5 in., in 10-ft. lengths, list. | 40 00 | |
| 6 in., in 10-ft. lengths, list. | 49 00 | |

Less 60%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL) Med. and extra heavy.**

| | |
|---|---|
| 2 in., 3 in. | 25% |
| 4 in. | 30% |
| 5, 6 in. | 30% |
| 8 inch | net |

**SOIL PIPE FITTINGS**

| | |
|---|---|
| 2, 3, 4, 5, 6 in. | 40-10% |
| 8 in. | net |

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | $13 25 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 55 |

F.o.b. Montreal, Toronto

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, doz. | $13 20 |
| Triumph, doz. | 11 00 |

**PLATES, CANADA**

| Prices nominal, | Montreal. | Toronto |
|---|---|---|
| Do., 60 sheets | $6 85 | $7 75 |
| Ordinary, 52 sheets | 6 75 | 7 50 |

**PLATES, COKE, TIN**

| | |
|---|---|
| 20x28x100 lb. basis, box | $ 18 00 |
| 20x28xIC. 112s., box | 18 50 |
| 20x28 IX, 112s., box | 20 50 |
| 20x28 IXX, 56s., box | 11 75 |
| 20x28 IXXX, 56s., box | 12 50 |

**PLATES, CHARCOAL, TIN**

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

**PLATES, TERNE (Prices nominal)**

IC, 20x28, 112 sheets ....$ 17 50

F.O.B. Toronto or Montreal.

| POLISH (O-Cedar) | Doz. Net |
|---|---|
| 4-oz. bottles | 2 40 |
| 12-oz bottles | 4 80 |
| 1-qt. can | 12 00 |
| ½-gal. cans | 20 00 |
| 1-gal. cans | 28 00 |
| Net. | |
| Liquid Veneer— | Doz. Net |
| 4-oz. | 2 40 |
| 12-oz. | 4 80 |
| 32-oz. | 16 00 |
| 64-oz., each | 1 34 |
| 128-oz., each | 2 34 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 2 | $3 10 | $3 30 |
| No. 3 | 3 40 | 3 65 |
| No. 4 | 4 05 | 5 00 |
| | | Each |
| No. 70 | | 7 00 |
| No. 80 | | 9 50 |

**PUMPS, REDWING**

| | | | |
|---|---|---|---|
| No. 0 | $6 85 | No. 4 | $12 75 |
| No. 1 | 7 50 | No. 5 | 15 25 |
| No. 2 | 8 75 | No. 6 | 18 00 |
| No. 3 | 10 75 | No. 6 | 18 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 45%; Iron burrs, 45% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING.**

| | Toronto |
|---|---|
| Samson, 1 ply, roll | $ 2 65 |
| Samson, 2 ply, roll | 3 10 |
| Samson, 3 ply, roll | 3 80 |

| | Mont. | Toronto |
|---|---|---|
| Red Star, 2 ply, roll | $ 1 93 | $ 1 93 |
| Red Star, 3 ply, roll | 2 30 | 2 30 |
| Everlastic, 1 ply | 2 00 | 2 00 |
| Everlastic, 2 ply | 2 40 | 2 40 |
| Everlastic, 3 ply | 2 80 | [illegible] |
| Panamoid, 1 ply | 1 80 | [illegible] |
| Panamoid, 2 ply | 2 20 | 2 20 |
| Panamoid, 3 ply | 2 60 | 2 60 |
| Everlastic Multi-Shingles (4 Shingles in One), sq. | 6 25 | |
| Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. | 7 40 | 7 40 |

F.o.b. Montreal.

| | | |
|---|---|---|
| Everlastic Liquid Roofing cement— Per gal., in bbls. | 0 70 | 0 70 |
| 5 and 10 gal. lots, gal. | 0 85 | 0 85 |
| 1 gal. cans, gal., doz. | 10 50 | 10 50 |
| Coal Tar (refined), bbl. | 10 25 | 10 50 |
| Coal tar (crude) | 9 00 | 9 25 |
| Roofix Roofing Cement— | | |
| In bbls., per gal. | | 0 60 |
| In ½ bbls., per gal. | | 0 65 |
| In 5s and 10s | | 0 70 |
| 1 gal. cans, per doz. | | 9 00 |

F.o.b. Toronto, Montreal and Hamilton.

**ROPE**

| | |
|---|---|
| Pure Manila basis | 0 23 |
| Beaver Manila basis | 0 19 |
| New Zealand hemp basis | 0 19 |
| Sisal basis | 0 17 |

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

| | |
|---|---|
| Single lathe yarn basis | 0 17 |
| Double lathe yarn | 0 17½ |
| Yacht marline, tarred | [illegible] |
| Halyards | 50 |
| Beaver Halyards, wht. pol, ¾ in. basis | 0 35 |
| Hemp, deep sea line basis | 50 |
| Hemp, tarred ratline basis | 48 |
| Hemp, tarred bolt rope basis | 45 |
| Marline and Houseline | 45 |

NOTE.—Extra charge for shorte lengths than half coils, 2c per lb additional.

Italian rope prices on application

| | |
|---|---|
| Cotton, ⅛ in. | 0 42 |
| Do., 5-32 in. | 0 41 |
| Do., 3-16 in. | 0 38 |
| Do., ¼ in. and up | 0 37 |

F.o.b. Toronto, Montreal, London Welland, Hamilton.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263—50 ft. Challenge, Steel | $5 30 |
| 108—50 ft. Reliable Jr., Steel | [illegible] |
| 243—50 ft. Rival, Steel | [illegible] |
| 1243—50 ft., Rival Jr., Steel | [illegible] |
| 603—50 ft., Metallic | 3 38 |
| 604—66 ft. | 3 92 |
| 403—50 ft., Linen | 2 57 |
| | Doz. |
| 713—50 ft., Ass Skin | 6 95 |
| 714—66 ft., Ass Skin | 8 35 |
| 143—3 ft., Steel Pocket | [illegible] |
| 145—5 ft., Steel Pocket | 11 20 |
| 175—5 ft., Linen Pocket | 7 30 |
| 165—5 ft., Cotton Pocket | 1 65 |

F.o.b Montreal, Toronto, London

**SANDPAPER**

B. & A. sandpaper, net list
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

**SCALES**

| Champion | List | Net |
|---|---|---|
| 4 lb. | | $ 6 60 |
| 10 lb. | | 8 65 |
| 240 lb. | | 12 65 |
| 600 lb. | | 35 80 |
| 1200 lb. | | 43 00 |
| 2000 lb. | | 57 10 |
| 2000 lb. drop lever | | 64 75 |

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1908

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood R.H., bright | 75% |
| Wood, O.H., bright | 75% |
| Wood, F.H., brass | 70% |
| Wood, R.H., brass | 67½% |
| Wood, O.H., brass | 67½% |
| Wood, F.H., bronze | 65% |
| Wood, R.R., bronze | 62½% |
| Wood, O.H., bronze | 62½% |
| Square cap | 40% |
| Hexagon cap | 40% |
| Set Screws | 45% |

**SCREWS, IRON BENCH, No. 14**

| | |
|---|---|
| 1 in. | $13 75 |
| 1⅛ in. | 17 00 |
| 1¼ in. | 20 00 |

**SCYTHES** Doz.

| | |
|---|---|
| Cast Steel | $20 00 |
| Golden Clipper | 20 95 |
| Little Giant | 22 00 |
| Bush | 20 50 |

**SNATHS** Doz.

| | |
|---|---|
| 00 Patent | $17 50 |
| 1 loop | 16 80 |
| 2 loops | 15 80 |
| 3 loops | 14 70 |
| Bush | 18 20 |

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

See Weekly Reports.

**SOLDERING COPPERS**

See Coppers.

**SOLDER, BAR**

See weekly report.

**SPIDERS**

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

**SPOUTS, SAP**

Eureka, per M. ..... $16 50

**STANDS, WASHTUB**

Dowswell, doz. ..... $47 25

**STAPLES (Fence)—** Per 100 lb. kegs

| | |
|---|---|
| Bright | $ 4 85 |
| Galvanized | 5 85 |

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner | $25 50 |

**SWATCHERS, CURTAIN—**

| | |
|---|---|
| Star, No. 1, doz. | $27 60 |
| Star, No. 2, doz. | 30 00 |
| Sun No. 1 | 20 00 |
| Sun, No. 2 | 22 00 |

**STRETCHERS, WIRE**

Hercules, doz. ..... $3 60

**SWEEPERS—**

Carpet (Bissell's)

| | |
|---|---|
| Amer. Queen, nick. fittings, cyco b.b. | $ 60 00 |
| Club, jap., cyco bearing | 120 00 |
| Champion, jap. fittings | 45 00 |
| Grand, jap., cyco b.b. | 68 00 |
| Grand Rapids, nick., cyco b.b. | 55 00 |
| Do., jap., cyco b.b. | 50 00 |
| Parlor Queen, nick., cyco b.b. | 62 00 |
| Princess, nick., cyco b.b. | 57 00 |
| Standard, jap. fittings | 46 00 |
| Universal, jap., cyco bear. | 48 00 |
| Do., nick., cyco bear. | 53 00 |
| Little Daisy | 2 00 |
| Little Queen | 3 00 |

**SWEEPERS, VACUUM (Bissell's)** Doz.

| | |
|---|---|
| Grand Rapids, nickelled | $106 00 |
| Household, japanned | 94 00 |
| Superba, nickeled | 120 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWINGS—**

Ontario, 4-passenger ..... $8 75

**TACKS** Discount

| | |
|---|---|
| Wire Tacks | 70/15% |

Revised Hardware Tack List adopted June, 1921 .. 70/15%

| | |
|---|---|
| Double-pointed tacks | 70/15% |

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares.

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Universal | 7 80 |
| C. G. | 5 00 |

Discount 20 and 10%.

| | |
|---|---|
| Canadian Beauty | $5 84 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 | 45 | 45 |
| Draining Tools | 45 | 45 | 45 |
| Hollow Back Scoops | 45 | 45 | 45 |
| Sand Shovels | 45 | 45 | 45 |
| Hollow Back Shovels | 45 | 45 | 45 |
| Hollow Back Coal Shovels | 45 | 45 | 45 |
| Riveted Back Scoops | 45 | 45 | 45 |
| Miners' Spring Point Shovels | 45 | 45 | 45 |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

**BLACK LIST**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades, No. 2 black | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovels, No. 2, black | 35.50 | ..... | ..... |

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

| | |
|---|---|
| Perfection, No. 33, 3 burner | 31 00 |
| Perfection No. 34, 4-burner | 40 00 |
| No. 22G oven for above stoves | 9 00 |

Discount, 30 per cent. off list.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 6 00 |
| Detroit Glass Front Oven, No. 85, each, net | .... |
| Hot Blast | Plus % |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters | List |
|---|---|
| No. 525, each | $ 8 75 |
| No. 530, each | 9 75 |
| No. 630, each | 12 50 |

Discount 30% off list.

| | |
|---|---|
| Hot Blast | Plus 10% |

30% discount of No. 525, No. 530, No. 630 only

**TRACK BARN DOOR**

| | |
|---|---|
| Hatch Trolley, per ft. | 0 22½ |
| Brackets for above, per doz. | $2 20 |
| National Flat Track, 1¾ in. per 100 ft. | 10 85 |

Storm King Flat, No. 60, List less 20-10%

Safety Flat, No. 60, List less 20-10%

Reliable No. 1 and 2 20 cents per ft., less 20-10%

Round Trolley No. 1918, 20 cents per ft., less 20-10%

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $15 90 | 15 in. | $28 80 |
| 10 in. | 17 70 | 18 in. | 36 50 |
| 12 in. | 21 20 | Less 60%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain

| | |
|---|---|
| Victor, No. 1 Giant, doz. | $3 35 |
| Jump, No. 1 | 3 50 |
| Hawley & Norton, No. 1 | 5 00 |
| Newhouse, No. 1 | 7 50 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TUBS, WOOD**

| | |
|---|---|
| No. 0, per dozen | $26 40 |
| No. 1, per dozen | 23 10 |
| No. 2, per dozen | 20 90 |
| No. 3, per dozen | 17 60 |

F.O.B. Newmarket.

**TWINE, BINDER** per ft.

| | |
|---|---|
| 550 feet | 0 17¼ |
| 550 feet | 0 18¾ |
| 600 feet | 0 20¼ |
| 650 feet | 0 21¼ |

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

**TWINE (COTTON)**

| | |
|---|---|
| 5-lb. sack, 3-ply, lb. | 0 36 |
| Cones, 3-ply, lb | 0 32 |
| Do., 4-ply, lb. | 0 35 |

**VALVES AND COCKS**

| | |
|---|---|
| Compression work—Standard. | 37% |
| Fuller work—Standard | 30% |
| Basin cocks Fuller, No. 0 | 30% |
| Nos. 1 and 2 | 30% |
| Bath Cocks—Compression | 29% |
| Flatway stop and waste cocks, Standard | 40% |
| Roundway stop and waste cocks—Standard | 34% |
| Brass steam cocks, stand. | 10% |
| Radiator valves—Standard. | 58% |
| Do., removable disc | 58% |
| Globe, angle and check valves, standard | 10% |
| Gate or Straightway | 16/10% |
| Jenkins Gate Valve | 10/7% |
| Jenkins Globe | 10/10% |
| J.M.T. | 20% |
| J.M.T. C. | 25% |
| J.M.T. Gate Valves | 15% |
| Emco. Globe & Check | 20% |

F.O.B. Toronto.

Penberthy Brass Valves

| | |
|---|---|
| Gate Valves | 15% |
| Regrinding Valves | 10% |
| Swing Check Valves | 5% |
| Compodisk Valves | 10% |

**VALVES, FOOT**

| | Blk. | Galv. |
|---|---|---|
| 1¼ | 0 58 | 0 83 |
| 1½ | 0 72 | 1 10 |
| 2 | 0 99 | 1 60 |

**WARES, ETC.**

Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv. list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.

F.O.B. Montreal, Toronto, London, Hamilton.

**WASHERS, WROUGHT**

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $25.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mo |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3 00 | $4 00 | $4 00 |
| Section, ½ lb., per 100 lbs. | 3 00 | 4 50 | 4 50 |
| Solid, 3 to 30 lbs., per cwt. | 2 50 | 3 50 | 3 50 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $105 00 |
| Garden Steel, doz. | 78 00 |
| Light Garden, doz. | 85 00 |

F.O.B. Montreal, Toronto, London

**WIRE PRODUCTS**

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

| | |
|---|---|
| No. 9 and heavier | Base |
| No. 10 | $0 06 |
| No. 11 | 0 12 |
| No. 12 | 0 20 |
| No. 13 | 0 30 |
| No. 14 | 0 40 |
| No. 15 | 0 55 |
| No. 16 | 0 70 |

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $5.00.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

| | |
|---|---|
| No. 18 | $ 8 75 |
| No. 19 | 9 25 |

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

**WRENCHES, STILLSON**

| | each |
|---|---|
| 6 inch | $2 00 |
| 8 inch | 2 25 |
| 10 inch | 2 50 |
| 14 inch | 3 50 |
| 18 inch | 5 00 |
| 24 inch | 7 25 |
| 36 inch | 13 50 |

Discount, 50% Canadian pattern; 40% on genuine.

**WRENCHES, CRESCENT**, list plus 10%.

**WRINGERS, CLOTHES**

| | |
|---|---|
| Domestic, No. 531E | $115 00 |
| Dom. Bench, No. 541EB | 174 00 |
| Favorite, No. 511E | 105 00 |
| Favorite, No. 512 | 112 00 |
| Royal Canadian | 94 00 |
| Favorite, No. 514 | 133 00 |
| Ottawa, No. 231E | 105 00 |
| Ottawa Bench, No. 341EB | 162 00 |
| Challenge, No. 311E | 95 00 |
| Warranty | 115 00 |
| Bicycle, 11 in. | 105 00 |
| Eze | 102 00 |
| Rapid | 92 00 |
| Eureka | 64 00 |
| Blue Belle | 115 00 |
| Do., Folding B | 164 00 |
| Rival | 105 00 |
| Model | 91 00 |
| Imperial | 102 00 |

Discounts from above list 30%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

# Paints, Oils, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

| **BLUE STONE** | Montreal | Toronto |
|---|---|---|
| Per lb., bbls. .. | 10 | 10 |

| **COLORS (DRY)** | Per lb |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 | 06-09½ |
| Do., pure | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, lb. | 06-09½ |
| Do., pure | 16-18 |
| Imp. green, 100-lb. kegs | 22-23 |
| Chrome green, pure | 50-56 |
| Chrome yellow | 30-45 |
| Brunswick green, 100-lb. keg | 11-14½ |
| Indian red, 100-lb. keg | 15-20 |
| Do., No. 1, 100-lb. keg | ..-07 |
| Lamp black | 32-35 |
| Venetian red, best bright | 06½-09 |
| Do., No. 1 | 03¾-05½ |
| Drop black, pure dry | ..-20 |
| Golden ocre, 100-lb. kegs | ..-09 |
| White ochre, 100-lb. keg | ..-06 |
| Do., barrels | ..-05 |
| Yellow ochre, barrels | 04-05½ |
| French ochre, barrels | ..-10½ |
| Spruce ochre, 100-lb. kegs | 05-08 |
| Can. red oxide, bbls. | 02¾-04½ |
| Super magnetic red | 0 05 |
| Vermillion | 1 00 |
| English vermillion | 2 25 |

F.o.b. Montreal, Toronto.

| **COLORS IN OIL, PURE** | 1 lb. tins |
|---|---|
| Venetian red | 0 27 |
| Indian red | 0 36 |
| Chrome yellow, pure | 0 70 |
| Golden ochre, pure | 0 35 |
| French spruce ochre, pure | 0 30 |
| Greens, pure | 0 35 |
| Siennas | 0 36 |
| Umbers | 0 36 |
| Ultramarine blue | 0 70 |
| Prussian blue | 1 20 |
| Chinese blue | 1 20 |
| Drop black | 0 42 |
| Ivory black | 0 44 |
| Signwriters' black, pure | 0 48 |
| Lampblack | 0 48 |
| Imperial black, 25-lb. irons | 0 39 |

F.o.b. Montreal, Toronto

| **ENAMELS (white)** | Gal |
|---|---|
| Dougall white enamel | $ 7 43 |
| Vitralite | 7 77 |
| Duralite | 5 95 |
| Old Dutch | 6 27 |
| B-H "White" Enamel | 8 00 |
| Martins, White | 7 00 |
| Satinette | 6 23 |
| C,P, Co. Albagloss | 6 30 |
| C.D. Master Painters' | 8 20 |
| Mooramel | 7 00 |
| Sunshine, white | 7 00 |
| Kyanize | 8 00 |
| Solpar | 4 50 |
| Paripan | 9 00 |
| Jasperlac | 5 00 |
| Invincible | 7 50 |
| Hillcrest | 7 00 |
| Amelite A. & E. | 8 40 |
| Adelite, A. & E. | 6 15 |
| Floglaze | 5 00 |

| **GLUE** | Per lb |
|---|---|
| English, sheet | 30-32 |
| White pigsfoot | ..-50 |
| Cake bone, 112-lb. bags | 30-32 |
| Hides, 112-lb. bags | 35-40 |
| Ground glues, 112-lb. bags— | |
| English, per lb. | 30-32 |
| Canadian, per lb. | 27-30 |

**GLASS LIST**

| United In. | Star or 16 oz. | Double or 24 oz. |
|---|---|---|
| Up to 25 | $11 00 | $16 40 |
| 26 to 40 | 14 00 | 20 90 |
| 41 to 50 | 15 00 | 23 00 |
| 51 to 60 | 16 00 | 24 00 |
| 61 to 70 | 17 00 | 25 00 |
| 71 to 80 | ..... | 27 00 |
| 81 to 84 | ..... | 34 00 |
| 85 to 90 | ..... | 36 50 |
| 91 to 94 | ..... | 37.25 |
| 95 to 100 | ..... | 43.75 |

Discount box glass—For Montreal glass prices, see other list. Toronto, 50%; London, 50%.
Cut size sheet glass, 60-10% off of November, 1919.

**MONTREAL WINDOW GLASS LIST.**
In case lots—June 30th, 1921.

| | Star | D.D. |
|---|---|---|
| Up to 25 | $ 5 50 | $ 9 05 |
| 26 to 40 | 6 95 | 11 40 |
| 41 to 50 | 7 65 | 12 55 |
| 51 to 60 | 7 95 | 13 05 |
| 61 to 70 | 8 35 | 13 65 |
| 71 to 80 | 8 80 | 14 40 |
| 81 to 84 | 10 30 | 17 70 |
| 85 to 90 | 10 85 | 18 55 |
| 91 to 95 | | 20 80 |
| 96 to 100 | | 22 60 |

**GLAZIERS' POINTS**
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure | $14 50 | $14 95 |
| Champion, Pure | 14 50 | 14 95 |
| Crown Diamond, pure | 14 50 | 14 95 |
| Green Seal | 14 50 | 14 95 |
| I.V. Perfection | 14 50 | 14 95 |
| Ramsay's Pure | 14 50 | 14 95 |
| Moore's Pure | 14 50 | 14 95 |
| Tiger, Pure | 14 50 | 14 95 |
| O.P.W. Dec. Pure | 14 50 | 14 95 |
| Red Seal | 14 50 | 14 95 |
| O.P.W., English | 14 75 | 15 20 |
| Maple Leaf, pure | 14 50 | 14 95 |
| Elephant Genuine | 15 00 | 15 45 |

B. B. Genuine Lead, less than tons, Montreal, $16.10, Toronto, 16.55.

| **LEAD (RED DRY)** | Per 100 lbs. |
|---|---|
| Genuine, 560 lb. casks | $13 00 |
| Genuine, 100 lb. casks | 14 00 |
| Less quantity | 15 00 |

F.o.b. Montreal, Toronto.

| Lead (red in oil). | .... | ..... |
|---|---|---|
| 25s | | 0 18 |
| 10s | | 0 19 |
| 5s | | 0 20 |
| 1s | | 0 23 |

F.o.b. Toronto, Montreal, Hamilton

**LINSEED OIL**
For prices see weekly report.

**LITHARGE**

| | |
|---|---|
| Casks, per cwt. | $17 00 |
| Smaller quantities, per lb. | 0 20 |

**LIQUID, BRONZING**

| | |
|---|---|
| Bronzing liquid, No. 1 | $1.55-$2.15 |
| Banana oil, gal | 4 25 |

F.o.b. Montreal, Toronto

| **MURESCO** | Per 100 lbs. White | Tints |
|---|---|---|
| 350-lb. bbls. | $7 15 | $8 25 |
| 200-lbs., half bbls. | 8 00 | 9 10 |
| 100-lbs., kegs | 8 25 | 9 35 |
| Cases 20 5-lb. pkgs. | 8 80 | 9 90 |

F.O.B. Toronto.

**OILS—**

| | |
|---|---|
| Fly, Creonoid— | |
| Barrels, per gal. | 0 65 |
| Half-barrels, per gal. | 0 70 |
| 5s and 10s, per gal. | 0 80 |
| 1s (1 doz.) | 13 00 |
| ½ gal. cans, 1 doz. to case | 9 00 |

**PAINTS, PREPARED**
See weekly report.
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant white | $4 35 |
| Sanitone, white | 3 85 |
| Sanitone, colors | 3 75 |
| C.P. Co., pure, white | 4 45 |
| C.P. Co., pure, colors | 4 10 |
| C.P. floor paint | 3 95 |
| Elephant floor paint | 3 70 |
| Victoria floor paint | 3 40 |
| B.-H. English, colors | 4 10 |
| B.-H. English, white | 4 45 |
| B.-H. Fresconette, white | 3 85 |
| B.-H. Fresconette, colors | 3 75 |
| B.-H. Floor | 3 95 |
| B.-H. Porch Floor | 4 10 |
| Crown Diamond, white | 4 20 |
| Crown Diamond, colors | 3 85 |
| Crown Diamond Floor | 3 70 |
| Crown Diamond, porch | 3 80 |
| Do., Flat Wall Tone, white | 3 85 |
| Do., colors | 3 75 |
| Moore's House Colors, white | 4 35 |
| Do., House Colors, colors | 4 10 |
| Do., Preservo Paint, white | 2 95 |
| Do., colors | 2 85 |
| Do., floor paint | 3 80 |
| Do., Sani-Flat | 3 80 |
| Moore's Porch and Deck Paint | 4 10 |
| I.V. Elastica, white | 3 95 |
| I.V. Elastica, colors | 3 70 |
| I.V. Flatine, int. wall, white | 3 85 |
| I.V. Flatine, int. wall, colors | 3 75 |
| Jamieson's Crown Anchor | 3 85 |
| O.P.W. Canada Brand, white | 4 45 |
| O.P.W. Canada Brand, colors | 4 10 |
| O.P.W. Canada Brand, floor | 3 95 |
| O.P.W. Flat Wall, white | 3 85 |
| O.P.W. Flat Wall, colors | 3 75 |
| Ramsay's Pure, white | 4 30 |
| Ramsay's Pure, colors | 3 95 |
| Ramsay's floor | 3 80 |
| Ramsay's porch | 3 95 |
| Glidden's white | 4 45 |
| Glidden's colors | 4 10 |
| Martin-Senour, 100%, white | 4 45 |
| Martin-Senour, 100%, colors | 4 10 |
| Martin-Senour, Porch Paint | 4 10 |
| Martin-Senour, Neutone, white | 3 85 |
| Martin-Senour, Neutone, colors | 3 75 |
| Martin-Senour, Floor Paint | 3 95 |
| Sherwin-Williams, white | 4 45 |
| Sherwin-Williams, colors | 4 10 |
| Sherwin-Williams, floor | 3 95 |
| Sherwin-Williams, porch paint | 4 10 |
| Flat Tone, white | 3 85 |
| Flat Tone, colors | 3 75 |
| Maple Leaf, white | 4 45 |
| Maple Leaf, colors | 4 10 |
| Maple Leaf, floor | 3 95 |
| Pearcy's Prepared, colors | 3 60 |
| Pearcy's Prepared, white | 4 00 |
| Pearcy's Prepared, floor | 3 30 |
| A. & E. Adelite, white | 4 45 |
| Do., colors | 4 10 |
| Do., Industrial white | 3 50 |

**Barrett Products**

| Everjet Elastic Carbon Paint— | Mont. | Tor. |
|---|---|---|
| Barrels, per gal. | 0 80 | 0 80 |
| Half-barrels, per gal. | 0 85 | 0 85 |
| 5s and 10s, per gal. | 0 95 | 0 95 |
| 1s, per case, doz. | 12 00 | 10 50 |
| Everjet Black Enamel— | | |
| Crates 2 doz., 8 oz. | $1 45 | $1 45 |
| Crates 12 doz., 8 oz. | 1 40 | 1 40 |
| 1-gal. cans, gal | 1 50 | 1 50 |
| 5-10 gal. cans, gal. | 1 35 | 1 35 |
| Barrels-half bbls., gal | 1 25 | 1 25 |
| Carbosota Liquid Creosote Oil— | | |
| Barrels | 0 60 | 0 60 |
| Half barrels | 0 65 | 0 65 |
| 5s and 10s, gal | 0 75 | 0 95 |
| 1s (case 12 gals.) | 8 50 | 9 50 |
| H., T. & A. Co.'s Creosote Oil— | | |
| Barrels | 0 45 | |
| Half-barrels | 0 50 | |
| 5s and 10s | 0 60 | |

F.o.b. Montreal, Toronto.

| **PARIS GREEN** | 100-lb. lots |
|---|---|
| ½-lb. paper cartons, per lb. | 0 52 |
| 1-lb. paper cartons, per lb. | 0 50 |
| ½-lb. tins, per lb. | 0 54 |
| 1-lb. tins, per lb. | 0 52 |
| 25-lb. tins, per lb. | 0 48 |
| 50 and 100-lb. drums, per lb. | 0 46 |
| 250-lb. kegs, per lb. | 0 44½ |
| 600-lb. barrels, per lb. | 0 44 |

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

**PUTTY**
See Weekly Report.

**ROSIN**
In barrel lots—

| | |
|---|---|
| G., per 100 lbs. | $9 50 |
| W.W., per 100 lbs. | 11 00 |

**SHELLAC.**

| | Per Gal. Pure white | Pure orange |
|---|---|---|
| In bbls. | 4 25 4 50 | 3 65 4 00 |
| Gal. jugs | 4 75 5 00 | 4 15 4 50 |

F.O.B. Toronto, London, Montreal.

**SHINGLE STAINS**

| | Ord. Colors | Greens |
|---|---|---|
| M.L. Creosot | 1 40 | 1 60 |
| Solignum | 1 25 | 1 60 |
| Martin Senours | 1 40 | 1 60 |
| Elastica | 1 40 | 1 60 |
| Hillcrest | 1 40 | 1 60 |
| "C.D." Shingle Stain | 1 35 | 1 50 |

| **TAR** | Mont. | Toronto |
|---|---|---|
| Coal Tar, refined | 10 25 | 10 50 |
| Do., crude | 9 00 | 9 25 |

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans | 3 00 |
| B.H. Vanisher | 3 60 |
| Chalco | 3 60 |
| Klensa | 3 60 |
| Cumoff | 3 60 |
| Dougall Lingerwett | 3 60 |
| Takeoff | 3 60 |
| O.P.W. Presto | 3 60 |
| Solvo | 3 60 |
| Varn-off | 3 25 |
| Adelite | 3 60 |

| **VARNISHES** | Per gal cans |
|---|---|
| B.-H. Floor | 4 80 |
| B.-H. Maritime Spar | 6 03 |
| B.-H. Hard Oil | 3 24 |
| B.-H. Gold Medal | 4 02 |
| Elastilite | 3 85 |
| Granitine Floor Finish | 3 85 |
| Hydrox Spar | 3 95 |
| C.P.C. Sun Varnish | 4 30 |
| C.P.C. Sun Aero Spar | 4 50 |
| C.P.C. Sun Waterproof Floor | 4 [illegible] |
| I.V. Elastica, No. 1 | 5 74 |
| Do., No. 2 | 5 25 |
| Do., Floor | 4 88 |
| Jasperite Interior and Exterior | 3 [illegible] |
| Jasperite Indestructo, floor | 3 75 |
| Jasperite Pale Hard Oil | 2 74 |
| P. & L. No. 61 | 5 06 |
| Jamieson's Copaline | 4 2[illegible] |
| M-S Marble-Ite Floor | 4 87 |
| M-S Wood-Var | 4 87 |
| M-S Durable Spar | 5 78 |
| M-S Finest Interior | 5 23 |
| Moorlastic Floor | 4 25 |
| T. 45 Floor | 3 50 |
| Moorvar Interior | 3 25 |
| Moore's Spar | 5 00 |
| Elastic Interior | 3 1[illegible] |
| Mar-not | 4 4[illegible] |
| Quick Action House | 2 6[illegible] |
| Rexspar | 5 64 |
| Scar-Not | 5 13 |
| Solpar, Spar Marine | 6 00 |
| Solpar House Spar | 4 50 |
| Solpar Floor | 4 50 |
| Solpar Interior | 3 50 |
| Kyanize Spar | 5 15 |
| Kyanize Cabinet Rubbing | 4 8[illegible] |
| Kyanize Interior and Floor | 4 8[illegible] |
| Luxeberry light | [illegible] |
| Luxeberry granite | 4 9[illegible] |
| Luxeberry spar | 5 6[illegible] |
| Ramsay's Universal | 3 7[illegible] |
| Ramsay's Agate Floor | 3 9[illegible] |
| Ramsay's 400 Hard Oil | 3 2[illegible] |
| Ramsay's, No. 720 | 3 [illegible] |
| Crown Diamond Floor | 4 2[illegible] |
| "C.D. Big 4" Exterior | [illegible] |
| "C.D. Big 4" Interior | [illegible] |
| "C.D. Big 4" Floor | [illegible] |
| C. D. General Purpose | 4 1[illegible] |
| C. D. Furniture | 2 0[illegible] |
| Dougall Univarnish, clear | 4 40 |
| Dougall Transparent, spar | 4 90 |
| Dougall Transparent, floor | 4 40 |
| Copalite | [illegible] |
| Adelite, No. 103, Floor | 4 56 |
| Adelite, No. 105, Flat | 4 56 |
| Adelite, No. 100, Spar | 6 00 |

F.o.b. Montreal, Toronto

**WATER PAINTS**

| | |
|---|---|
| Rockface, bbls., 250 lb. | 0 [illegible] |
| Opalite, 300 lb. bbls. | 0 13 |
| Opalite, 100 lb. kegs | 0 14 |
| 1 gal. packages, per pkg. | 0 75 |
| ½ gal. package, per pkg. | 0 40 |

**WATER PAINTS** (per 100-lbs.)

| 5-lb. pkgs. | White | Colors |
|---|---|---|
| Decotint | 9 00 | 9 00 |
| Coralite | 9 50 | 9 50 |
| Perfecto | 8 50 | 9 50 |
| Solpar | 8 80 | 9 90 |
| C. D. Wall Coating, white | 8 75 | |
| Do., colors | 9 25 | |
| A. & E Hygiene Kal. | 0 42 | 0 48 |
| Do. in 100 lb. kegs | 0 09 | .... |
| Do., in 300 lb. bbls | 0 08 | .... |

**WASTE**

| | | |
|---|---|---|
| Cream, Polishing | 0 19½ | 0 20 |

**WHITE**

| | | | |
|---|---|---|---|
| XXX | 0 18½ | XXX ex. | 0 17 |
| XX | 0 16½ | XX grad. | 0 16 |
| X | 0 15½ | XLCR | 0 15 |
| XC | 0 14½ | X empire | 0 14 |
| | | X press | 0 13 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 1 | 0 13½ | Fancy | 0 14 |
| No. 1A | 0 11½ | Lion | 0 12½ |
| No. 7 | 0 12½ | Standard | 0 11 |
| No. 1B | 0 10½ | Popular | 0 10 |
| | | Keen | 0 09 |

Above lines subject to trade discount for quantity.

**WAX**

| | |
|---|---|
| B.H. Wax | 0 5[illegible] |
| Berry Bros. | [illegible] |
| Imperial Floor Wax | [illegible] |
| Anchor | 0 38 |
| O.P.W. Lion Brand | [illegible] |
| Old English | 0 67 |
| Johnson's | 0 67 |
| Jamieson's liquid wax, gal. | 3 56 |
| Ramsay's | 0 45 |
| Martin-Senours | 0 58 |
| I.V. Wax | 0 59 |
| Sherwin-Williams | 0 60 |
| Solpar | 0 40 |
| Sturgeon French Polish | 0 60 |
| Crown Diamond | 0 45 |
| Hillcrest | 0 45 |
| Plymouth Rock | 0 60 |
| Champion White | 0 50 |

F.o.b. Montreal and Toronto

**WHITING**

| | |
|---|---|
| Gilders, bolted, in bbls. | 3 2[illegible] |

**WOOD ALCOHOL** Per gal

| | |
|---|---|
| In five gallons | $2 75 |
| Methylated Spirits | 1 90-2 5[illegible] |

F.o.b. Montreal Toronto London

# Winnipeg Hardware Quotations

**AMMUNITION**

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

**AMMUNITION, DOMINION**

| | Blk. List | Lesmok List | Smkless List |
|---|---|---|---|
| BB caps | ..... | ..... | $ 7 00 |
| 22 Short | ..... | $10 00 | 10 70 |
| 22 S. Mush. | ..... | ..... | 11 50 |
| 22 Long | ..... | 12 00 | 15 00 |
| 22 L. Mush. | ..... | ..... | 16 00 |
| 22 L.D. db. | ..... | ..... | 18 70 |
| 22 L. Rifle | ..... | 14 00 | 17 50 |
| 25 Short | $23 50 | ..... | ..... |
| 32 Short | 23 50 | ..... | 70 00 |
| 25/20 | ..... | ..... | 70 00 |
| 25 Colt Auto | ..... | ..... | 53 00 |
| 30 Mausey | ..... | ..... | 91 00 |
| 32 S. & W. | ..... | ..... | 42 00 |
| 32 S. Colt | 33 50 | ..... | ..... |
| 32 Colt Auto | ..... | ..... | 63 00 |
| 32/30 | ..... | ..... | 70 00 |
| 38 S. & W. | ..... | ..... | 54 50 |
| 44 G. Getter | ..... | ..... | 66 50 |
| 44/40 | ..... | ..... | 84 00 |
| 455 Target | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross | ..... | ..... | 209 00 |
| 25/35 | ..... | ..... | 125 50 |
| 30/30 | ..... | ..... | 144 50 |
| 303 Savage | ..... | ..... | 144 50 |
| 303 British | ..... | ..... | 190 00 |
| 32/40 | ..... | ..... | 121 50 |
| 32 Special | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. | ..... | ..... | 190 00 |
| 35 Rem. Rim. | ..... | ..... | 159 50 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 38/55 | ..... | ..... | 152 00 |
| 45/70-405 | 133 00 | ..... | ..... |

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

**ANVILS**

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

**AUGER BITS**

Standard List Prices per Dozen.

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices.

Irwin .....30% on list

Common .....20% on list

**AXES**

| | | |
|---|---|---|
| Single Bit | $15 50 | $19 00 |
| Double Bit | ..... | 24 00 |
| Broad Axes | ..... | 60 00 |

**AXES, BENCH**

| | |
|---|---|
| No. 2 | $ 20 52 |
| No. 3 | 23 10 |
| No. 4 | 25 14 |
| No. 5 | 27 70 |
| No. 6 | 30 80 |

**BAR IRON**

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

**BARS, CROW,** $12.00 per 100 lbs.;

**BELT LACING**

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

**BELTING**

Rubber, 6 in. and under 54%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double' 'list is just twice the

**BOARD, BEAVER** Per M ft.

1,000 ft. to 5,000 ft..... $51.50

**BOILERS, RANGE**

30-gal., each .....$ 10 00

**BOLTS—**

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

**BORAX** Borax, per lb., 12c.

**BUTTS**

Plated No. 241 Antique Copper and Dull Brass Finish.

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 0 36 |
| 3 x 3 in. | 0 38 |
| 3½ x 3½ | 0 39 |
| 4 x 4 in. | 0 52 |
| 4½ x 4½ | 0 77 |
| 5 x 5 in. | 1 34 |

Wrought Steel—

| | |
|---|---|
| No. 800 | net prices |
| No. 804 | net prices |
| No. 838 | net prices |
| No. 840 | net prices |

**CARPET FELT** Per Roll

| | |
|---|---|
| 16 oz.—50 lbs. | 4 70 |
| 20 oz.—54 lbs. | 5 90 |

**CHAIN**

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

**CHIMNEYS, LAMP**

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

**CHOPPERS, FOOD**

Universal, No. 0, $2.30; No. 1, $2.15; No. 2, $3.75; No. 3, $5.00

**CHURNS**

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

**CLEVISES, MALL.** 21c per lb.

**CLIPPERS, HORSE** Each

| | |
|---|---|
| Stewart, No. 1 | $10 88 |
| Hand, Newmarket | 3 69 |

**CLOCKS—Alarm**

| | Each |
|---|---|
| Big Ben | $3 85 |
| Baby Ben | 3 85 |
| America | 1 80 |
| Sleepmeter | 2 35 |

**CLOTHES LINE WIRE** Per

| | |
|---|---|
| 50 foot, 19 g. | $4 40 |
| 100 foot, 19 g. | 7 25 |

**COPPER**

Sheet and planished copper, 60c per lb. Tinned, 75c.

**CORD, SASH**

Coils or Hanks.

8, 9, 10 ..... $0 53 lb.

**DRILLS**

See Eastern list.

| | |
|---|---|
| Bit stock discount | 40% |
| Blacksmiths' ½ inch shank | 25% |
| Straight shank | 25% |
| Do., wire | 25% |
| Taper shank | 25% |

**EAVETROUGH**

Eavetrough, per 100 ft., 8 in., $6.53; 10 in., $7.20; 12 in., $8.78; 15 in., $12.15.

Conductor Pipe, 2 in., per 100 ft., $7.65; 3 in., $9.45; 4 in., $12.15; 5 in., $17.10.

**ENAMELWARE**

See Ware.

**FILES**

| | |
|---|---|
| Globe | Discount 50/5% |
| Nicholson Gen. | Discount 30% |

**FITTINGS—Malleable**

| | |
|---|---|
| Class A | 55% |
| Class B and C, off new list. | 65% |
| Bushings | 20% |
| Unions, "Dart"— | |
| ¼ to 2-in. | Net list |
| ⅛, 2½, 3½ and 4-in. | Net list |
| Nipples, 4 in. and under | 40% |

**FRY PANS** Each

| | |
|---|---|
| Cast iron, No. 8 | $1 05 |
| No. 9 | 1 15 |

**GALVANIZED WARE**

See Wares.

**GLASS, WINDOW**

| | Single | Double |
|---|---|---|
| Up to 25-in. | $ 7 50 | .... |
| 26 to 40 in. | 9 22 | 14 18 |
| 41 to 50 in. | 9 98 | 14 86 |
| 51 to 60 in. | 10 30 | 15 82 |
| 61 to 70 in. | 10 70 | 16 42 |

**GLASS (Plate)**

60 per cent.

**GLOBES, LANTERN** Doz

| | |
|---|---|
| Cold Blast | $ 1 50 |
| Short | 1 50 |
| Genuine Ruby | 5 00 |

**GRIDDLES, PANCAKE**

| | |
|---|---|
| Round, No. 1 | $1 05 |
| No. 2 | 1 15 |
| Oblong, No. 8L | 1 10 |
| No. 9L | 1 25 |
| No. 3 | 1 90 |

**GRINDSTONES**

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

**HARVEST TOOLS.** 50% and 10%.

**HAMMERS—Adze-Eye, Plain**

| | Doz. |
|---|---|
| No. 0, 1½ lb. | $20 20 |
| No. 1, 1¼ lbs. | 19 05 |
| No. 1½, 1 lb. | 18 95 |
| No. 2, 13 oz. | 18 50 |
| No. 22, 1¼ lbs. | 15 00 |
| No. 21, 1 lb. | 13 65 |

**Bell Face**

| | Doz. |
|---|---|
| No. 61, 1¼ lbs. | $19 05 |
| No. 61½, 1 lb. | 18 95 |
| No. 62, 13 ozs. | 18 50 |
| No. 65, 1¼ lbs. | 15 00 |
| No. 64, 1 lb. | 13 65 |

**HAMMERS, MACHINISTS'**

| | Doz. |
|---|---|
| No. 30 up to and including | |
| No. 1 | $13 85 |
| No. 1½ | 16 15 |
| No. 2 | 18 50 |
| No. 2¼ | 20 20 |

**HAMMERS, MASONS'**

No. 43, 5 lb. and over, $23 per cwt.

**HAMMERS' STRIKING**

Double face, No. 38, 5 lbs., $17.00. per cwt.

**HINGES—Net prices.**

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

**HORSESHOES**

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

**HOSE, GARDEN**

| | 3-ply | Per 100 ft Multiped |
|---|---|---|
| ½ in. | $13 00 | $21 00 |
| ⅝ in. | 16 00 | ..... |
| ¾ in. | 17 00 | 28 00 |

**IRON, GALVANIZED** "Fleur de Lis" Premier

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 85 |
| 28 Am. or 26 Eng. | 9 45 |
| 26 Am. or 26 Eng. | 8 95 |
| 24 | 8 80 |
| 22 | 8 80 |
| 18 and 20 | 8 65 |
| 16 | 8 50 |

**IRONS, SAD**

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

| | |
|---|---|
| Mrs. Potts' No. 55, set | $2 60 |
| Mrs. Potts, No. 50, set | 2 70 |

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

**JACKSCREWS**

15% on list.

**KNIVES—HAY**

| | |
|---|---|
| Heath's | $17 50 |
| Lightning | 17 50 |

**LADDERS, STEP**

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

**LADDERS, EXTENSION**

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

**LANTERNS**

Cold Blast

| | |
|---|---|
| No. 2 Japaned | 13 50 |
| No. 2. Coppered | 16 25 |
| No. 2, plain | 12 75 |
| Short Globe, doz. | 12 75 |

**LATCHES—THUMB, STEEL**

| | Doz. |
|---|---|
| 102 | $2 40 |
| 103 | 2 45 |
| 104 | 2 85 |
| Barn Door | |
| 5 | 3 85 |
| 8 | 4 25 |
| 9 | 6 50 |

**LEAD PIPE,** $12.06.

**LEAD WASTE,** $12.96.

**WHITE LEAD**

Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

**LINSEED OIL**

See weekly report.

**MACHINES—WASHING**

| | Each |
|---|---|
| Dowswell | $ 9 00 |
| New Century | 16 30 |
| Canadian | 9 00 |

**MATTOCKS**

Pick, $14.25; cutter, $14.25.

**MOPS**

| | |
|---|---|
| O-Cedar, No. 1 | $16 00 |
| O-Cedar, No. 3 | 16 00 |
| Self-wringing | 6 70 |
| Mop Handles | 2 10 |

**MOWERS—LAWN**

| | 12 in. | 14 in. | 16 in |
|---|---|---|---|
| Woodyatt | $ 12 00 | $12 75 | |
| Empress | 14 25 | 15 00 | |
| Daisy | 8 75 | 9 50 | |
| Star | 7 40 | 7 85 | |
| K—3-blade | 9 60 | 10 25 | 10 60 |
| C—4-blade | 10 70 | 11 25 | 11 75 |
| BB—4-bld. | 12 45 | 13 00 | 13 65 |

**NAILS**

Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

**NAILS, HORSE, 25-lb. Box**

| | MRM | Capewell | New Peerless |
|---|---|---|---|
| No. 4 | .... | .... | $7 75 |
| No. 5 | $5 25 | $7 00 | 5 75 |
| No. 6 | 5 00 | 6 75 | 5 50 |
| No. 7 | 4 75 | 6 50 | 5 25 |
| No. 8 | 4 75 | 6 25 | 5 00 |
| No. 9 | 4 00 | 6 00 | 4 75 |

# Winnipeg Hardware Quotations—Continued

**NETTING—POULTRY**

| | |
|---|---|
| 1 in. mesh x 24 in. | $6 6[illegible] |
| 30 in. | [illegible] |
| 36 in. | 10 [illegible] |

**NUTS**

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

**OAKUM**

| | |
|---|---|
| Clipper, spun, bale 50 lbs. | $11 50 |
| Clipper, unspun, bale, 50 lbs. | .... |
| Plumbers, bale 50 lbs. | 5 00 |

| **OILS—** | Gallon |
|---|---|
| Kerosene | 0 20½ |
| Gasoline | 0 39 |
| White Rose Gasoline | 0 39 |
| En-ar-co Motor Oil, med. and heavy | 1 15 |
| Do., ext. heavy | 1 25 |
| Black (summer) | 0 32½ |
| Black (winter) | 0 33 |
| Imperial kerosene tractor | 1 35 |
| Capital cylinder | 0 96½ |
| Castor machine | 0 60¼ |
| Imperial gas engine | 0 65 |
| Discount 10%. | |
| Polarine | 1 25 |
| Polarine A | 1 25 |
| Polarine heavy | 1 25 |
| Gargoyle Mobile A | 1 71½ |
| Gargoyle Mobile B | 1 81½ |
| Gargoyle Mobile BB | 1 81½ |
| Gargoyle Mobile E and Arctic | 1 56½ |
| Fuel oil | On application |
| Discount 25% | |
| Wm. Penn Motor, medium | 1 25 |
| Do., heavy | 1 25 |
| French C, medium | 0 60 |
| French A, heavy | 1 00 |
| Transmission, No. 1 | 1 00 |
| Steam sylinder, No. 650C. | 1 00 |
| Volunteer, reg. gas engine | 0 65 |
| Century caster machine | 0 50 |
| Melrose Harvester machine | 0 70 |
| 25% and 10%. | |

**PAINTS, PREPARED**

See weekly report.
(1 gallon can basis)

| | |
|---|---|
| Stephens' white | $4 60 |
| Stephens' colors | 4 25 |
| Stephens' floor | 4 10 |
| Silkstone white | 4 00 |
| Silkstone colors | 3 90 |
| Stephens' barn | 2 85 |
| Stephens' barn, extra color | 2 55 |
| Lion white | 4 60 |
| Lion colors | 4 25 |
| H.D. floor | 4 10 |
| Velvetone white | 4 00 |
| Velvetone tints | 3 90 |
| Ramsay's white | 4 45 |
| Do., colors | 4 10 |
| Dultone, White | 4 00 |
| Do., colors | 3 90 |
| Martin-Senour, white | 4 60 |
| Senour's floor | 4 10 |
| M.S. Neutone, white | 4 00 |
| M.S. Neutone, colors | 3 90 |
| M.S. Red Schoolhouse | 2 50 |
| M.S. Standard Barn | 1 37 |

**PAPER, BUILDING**

| | |
|---|---|
| Dry Fibre, No. 1 | $1 25 |
| Sunrise | 1 00 |
| Anchor, tarred | 1 45 |
| O.K. tarred | 1 45 |
| Tarred Felt | 5 85 |

**PICKS, CLAY**

5-6 lbs., $10.25; 6-7 lb., $11.25 doz.; 7-8 lb., $12.25.

**PIPE, WROUGHT**

Per 100 feet.

| | Blk. | Galv. |
|---|---|---|
| ⅛ in. | $ 5 40 | $ 8 55 |
| ¼ in. | 5 18 | 7 52 |
| ⅜ in. | 5 31 | 7 65 |
| ½ in. | 6 98 | 8 73 |
| ¾ in. | 8 37 | 10 67 |
| 1 in. | 11 97 | 15 39 |
| 1¼ in. | 16 25 | 20 84 |
| 1½ in. | 19 40 | 25 02 |
| 2 in. | 26 10 | 33 53 |
| 2½ in. | 42 35 | 54 32 |
| 3 in. | 55 40 | 71 10 |
| 3½ in. | 73 08 | 91 80 |
| 4 in. | 86 40 | 108 90 |
| 4½ in. | 99 00 | 124 20 |
| 5 in. | 114 30 | 144 90 |
| 6 in. | 147 60 | 187 20 |

**PLASTER PARIS**

Per barrel ..... 6 75- 7 50

**PLATES, CANADA**

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

**POLISH**

| | Liquid Veneer Doz. | O-Cedar Doz. |
|---|---|---|
| 4-oz. | $ 2 40 | $ 2 40 |
| 12-oz. | 4 80 | 4 80 |
| 1-quart | 10 00 | 12 00 |
| ½-gal. | .... | 20 00 |
| 1-gal. | 28 08 | 28 00 |

**PULLEYS, CLOTHES LINE**

| | Doz. |
|---|---|
| No. 58, jap. 5" wheel | $4 90 |
| No. 158, gal. 5" wheel | 5 10 |

**PUMP OILERS, GENUINE CANNON**

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

**PUMPS**

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

**PUTTY**

| | |
|---|---|
| 100 lb. irons | $5 00 |
| 20-lb. irons, per cwt. | 5 50 |
| 1½ lb. tins | 0 10½ |

**RIVETS AND BURRS**

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

**ROPE**

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c

**SANDPAPER—**

| | B. & A. Quire | B. & A. Ream | Star Quire | Star Ream |
|---|---|---|---|---|
| 00, 0 | $0 41 | $ 7 10 | $0 43 | $ 7 [illegible] |
| ½ | 0 43 | 7 55 | 0 43 | 7 [illegible] |
| 1 | 0 48 | 8 55 | 0 45 | 8 [illegible] |
| 1½ | 0 52 | 9 95 | 0 50 | 9 [illegible] |
| 2 | 0 58 | 11 50 | 0 60 | 11 [illegible] |
| 2½ | 0 75 | 13 25 | 0 80 | 14 65 |
| 3 | 0 85 | 15 10 | 0 90 | 16 70 |

**SASH BALANCES (Caldwell)**

50% on list.

**SAWS, BUCK**

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

**SCREWS**

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

| **SCYTHES—** | Doz. |
|---|---|
| Bramble | $..... |
| Bush | 20 50 |
| Excelsior | ..... |
| Cast | 20 00 |

**SHOVELS AND SPADES**

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08

**SLEDGES, BLACKSMITHS'**

No. 37, 5 lbs. and over, $20.25 per cwt

**SNATHS**

| | |
|---|---|
| No. 2 loop | $17 25 |
| Rush | 19 50 |

**STEEL SHEETS, BLACK**

| | |
|---|---|
| 10 gauge | $6 00 |
| 12 gauge | 6 00 |
| 14 gauge | 6 05 |
| 16 gauge | 6 15 |
| 18-20 gauge | 6 80 |
| 22-24 gauge | 6 85 |
| 26 gauge | 6 90 |
| 28 gauge | 7 15 |

| **STANDS** | Each |
|---|---|
| Washtub, Reverse Drip | $4 15 |
| Range boiler, 12 in. | 1 50 |

| **SWEEPERS — VACUUM** | Doz. |
|---|---|
| Grand Rapids, nickeled | $109 00 |
| Household, japanned | 97 00 |
| Superba, nickeled | 123 00 |

| **SWEEPERS, TOYS, BISSELL'S** | |
|---|---|
| Little Daisy, per gross | 35 00 |
| Little Queen, per gross | 53 00 |

F.O.B. jobbers' warehouses, Winnipeg.

**SOLDER**, per lb., 26 to 27c.

**SPIKES — BOAT**

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

**STAPLES**

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, .... Fort William .... Winnipeg.

**STEEL**

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

**STEEL HOOPS**

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in. $6.90; 1½ in., $6.80.

**STEEL SQUARES**

10% on list.

**TACKS.** Carpet, 70% off list.

**TIES** Cow. ....

**TIN AND TERNE PLATE—**

| | |
|---|---|
| 20 x 28 IC box | $21 50 |
| 20 x 28 I.X. box | 24 75 |
| 20 x 33 I.C. box | 26 25 |
| 20 x 33 I.X. box | 31 00 |
| Terne plates | 24 00 |

| **TRAPS, GAME—** | Victor Doz. | H.& N. Doz. | Jump Doz. |
|---|---|---|---|
| No. 0 | $2 40 | $.... | $... |
| No. 1 | 2 85 | 5 20 | 3 85 |
| No. 1½ | 4 35 | 7 85 | 5 70 |
| No. 2 | 6 00 | 11 00 | 9 00 |
| No. 3 | 10 15 | 14 70 | 12 [illegible] |

| **TUBS—** | Wood | Fibre |
|---|---|---|
| No. 0 | $25 55 | $29 55 |
| No. 1 | 22 20 | 24 35 |
| No. 2 | 19 00 | 21 10 |
| No. 3 | 16 80 | 18 00 |

**TURPENTINE**

See weekly report.

| **TWINE (WRAPPING)** | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 38 |
| Cotton, 3-ply, balls | 0 43 |
| Cotton, 4-ply, cones | 0 41 |
| Cotton, 4-ply, balls | 0 45 |

**VARNISHES—**

| | |
|---|---|
| Stephens' Luminette, gal. | $4 00 |
| Stephens' Exalite, gal. | 4 75 |
| Lion Brand Color Varnish, per gal. | 4 50 |

**WARES, ETC.—**

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

**WASHERS—**

| Size | Case lots | Less |
|---|---|---|
| 3-16 in. | 15 50 | $16 00 |
| ¼ in. | 13 70 | 14 20 |
| 5-16 in. | 12 90 | 13 40 |
| ⅜ in. | 12 00 | 12 50 |
| 7-16 in. | 11 30 | 11 80 |
| ½ in. | 10 90 | 11 40 |
| 9-16 in. | 10 80 | 11 30 |
| ⅝ in. | 10 70 | 11 20 |
| ¾ in. | 10 60 | 11 10 |
| ⅞ in. | 10 50 | 11 00 |
| 1 in. | 10 50 | 11 00 |
| 1⅛ in. | 10 50 | 11 00 |
| 1¼ in. | 10 70 | 11 20 |
| 1⅜ in. | 10 70 | 11 20 |
| 1 7-16 in. | 10 70 | 11 20 |
| 1½ in. | 10 70 | 11 20 |

**WASTE**

| | |
|---|---|
| Cream, polishing | 0 24½ |

**WHITE**

| | |
|---|---|
| XXX Extra | $0 21 |
| XX Grand | 0 20 |
| XLCR | 0 19 |
| X Empire | 0 17½ |
| X Press | 0 16 |

**COLORED**

| | |
|---|---|
| Fancy | $0 17½ |
| Lion | 0 16 |
| Standard | 0 14½ |
| Popular J | 0 13 |
| Keen | 0 11½ |

Above lines subject to trade discount for quantity.

| **WEIGHTS, SASH** | Per 100 lbs |
|---|---|
| Sectional | $7 50 |
| Solid | 7 00 |

| **WELL WHEELS** | Doz |
|---|---|
| Cast, covered, 8 in. | $11 60 |
| Cast, plain, 10 in. | 15 60 |
| 12 in. | 18 84 |
| 14 in | 24 00 |

| **WHEELBARROWS** | Each |
|---|---|
| U. S. | $ 6 60 |
| General purpose | 7 90 |
| Stone | 13 78 |
| Navvy, doz. | 105 00 |

**WIRE — BARB**

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

**WIRE — PLAIN**

Bale ties, 14-gauge, single loop $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c

**WIRE — ANNEALED**

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

**WRENCHES — NUT**

| Agricultural— | |
|---|---|
| 6-inch | $ 9 00 |
| 8-inch | 10 80 |
| 10-inch | 12 60 |
| 12-inch | 16 20 |
| 15-inch | 21 60 |
| **Perfect Handle—** | |
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | .... |
| 12 inch | .... |
| 15 inch | .... |
| 18 inch | .... |

**WRENCHES—PIPE**

Trimo—30% off list.

Stillson—30% off list.

| | — Dozen — Black | N. P. |
|---|---|---|
| **Always Ready** | | |
| No. 1 | $4 60 | $ 5 00 |
| No. 2 | 6 30 | 6 75 |

| **WRINGERS, CLOTHES** | Doz |
|---|---|
| Universal | $40 50 |
| New Eze | 76 50 |
| Regent | 69 00 |

TRADE ELASTICA MARK.

"Save the surface and you save all" Paint & Varnish

# A Complete Easy-To-Sell Line of Paints and Varnishes

**Complete** in that there's an Elastica Product for every painting or varnishing job — a paint and a varnish exactly suited to each particular need.

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INTERNATIONAL VARNISH CO. LIMITED.

MONTREAL WINNIPEG TORONTO CALGARY VANCOUVER

Co LIMITED

# B-H Quality—the best

THE old saying that "the proof of the pudding is in the eating" was never better applied than to the quality of B-H products.

Dealers, large and small, old and young, all over Canada, have looked back with satisfaction to the day that first saw their store the local B-H Headquarters.

The average hardware man handles many lines yielding a varying scale of profits—but those who are best fitted to judge, admit that the B-H Agency Proposition is the best thing that ever came to town.

**BRANDRAM-**

MONTREAL HALIFAX ST. JOHN
MEDICINE HAT CALGARY

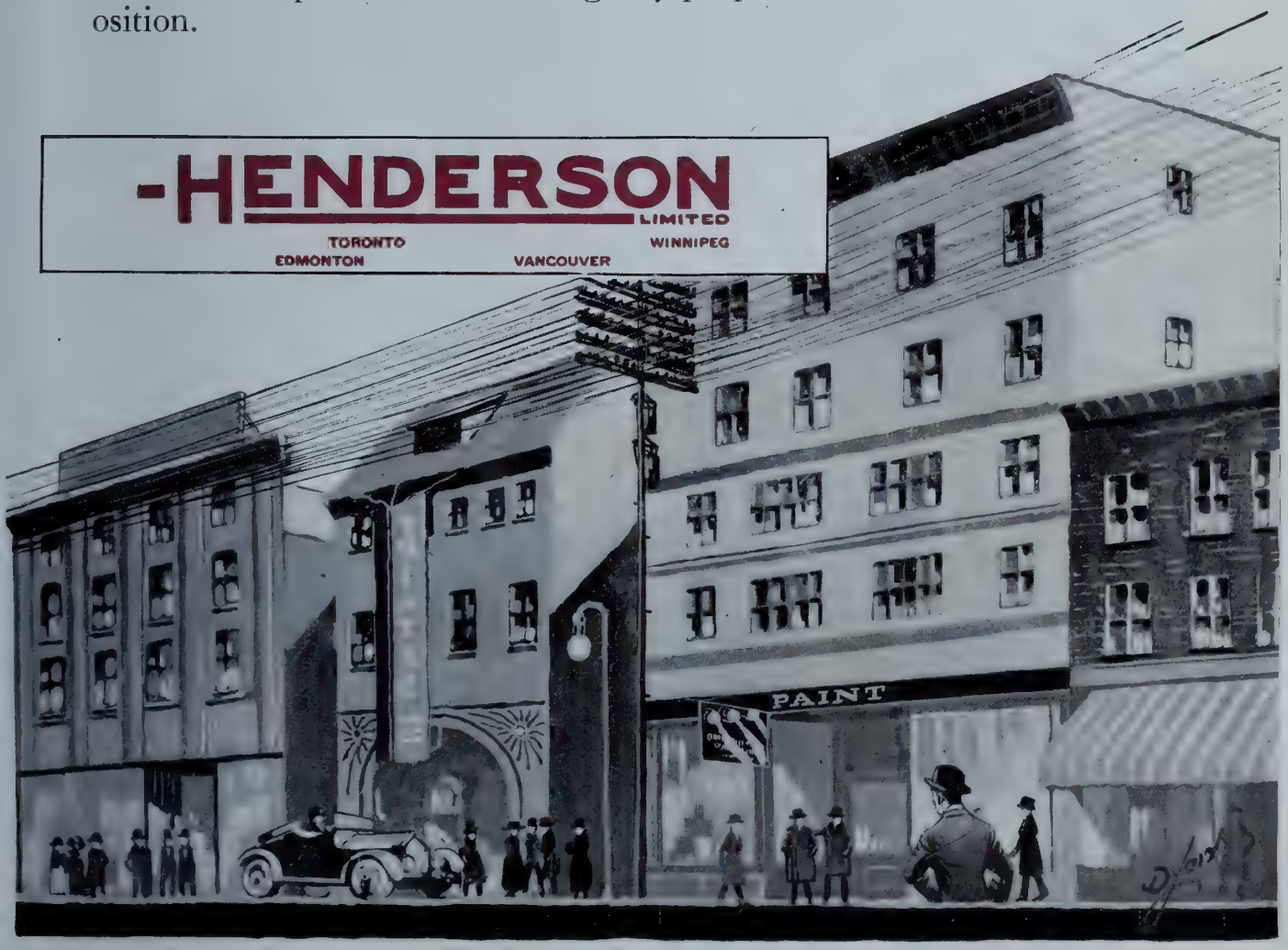
# that ever came to Town

BECAUSE

We manufacture only the best quality—we make your store the leading paint supply in your town—we, by our widespread publicity, sell the paint for you, thereby adding considerably to your business profit.

Does this look good to you?

Write for particulars of our agency proposition.



MARTIN
100% Pure
MARTIN-SENOUR
EXTERIOR
PAINT
INTERIOR
100% PURE
PURE WHITE LEAD
ZINC AND COLOUR
NO SUBSTITUTES
510
PURE LINSEED OIL AND DRIER
NO ADULTERATION
THE MARTIN-SENOUR CO.
LIMITED
MONTREAL.
CHICAGO.
WINNIPEG.
TORONTO.
HALIFAX.
VANCOUVER
MADE
IN
CANADA
SOLD
ON
MERIT

# SENOUR

## Paint & Varnishes

MARTIN-SENOUR
100% PURE PAINT & VARNISHES

### *Better Products*
### *And a Better Agency Proposition*

Summed up, that is what Martin-Senour 100 per cent. Pure Paint and Varnishes mean to the Dealer-Agent.

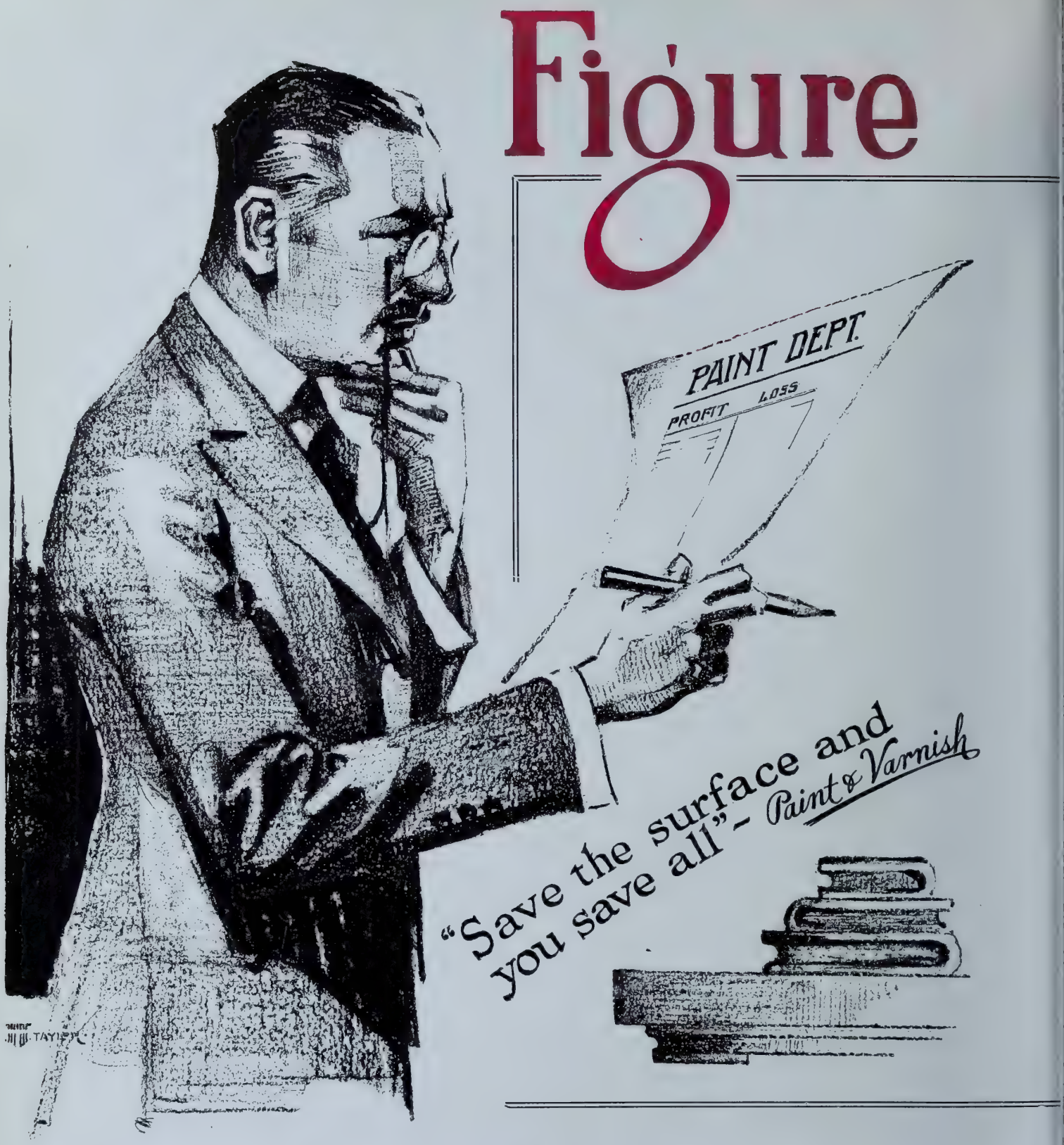
Paints, Varnishes, Stain, Enamels—for every purpose and for every surface — as perfect as human skill can make them — durable, economical, easy-to-apply products that will really save the surface.

And behind this Quality every proven method of publicity. Newspaper and magazine advertising, mailing campaigns, window trims, wall signs, show cards, booklets, etc. Our sales producing publicity is more extensive than any ever attempted.

Just the kind of paint agency proposition to make your paint department 100 per cent. resultful.

May we send you detailed particulars?

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG TORONTO
VANCOUVER MONTREAL HALIFAX




# THE SHERWIN-WILLIAMS CO.

*of Canada, Limited*

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S.
LONDON, ENG.

# It Up Now!

HAVE the past season's results in your paint department convinced you that you are handling the best line of paints and varnishes on the market?

Have you had the volume of sales you anticipated? And do your paint profits measure up to the figure you expected?

If not, **now** is the time to remedy matters. Very many dealers have discovered through experience that the Sherwin-Williams Agency is the surest means of securing the maximum results in Paint and Varnish selling.

For the Sherwin-Williams Agency means Quality Paints and Varnishes and is an assurance of that hearty co-operation with the dealer which makes selling easy and good profits certain. Sherwin-Williams Quality is known everywhere —like the Product itself "It Covers the Earth."

Full particulars of this agency offer will be mailed you on request. Write us about it to-day and see how whole heartedly we'll co-operate with you in making **next** season a record breaker in your paint department.

## THE SHERWIN-WILLIAMS CO.

*of Canada, Limited*

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LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
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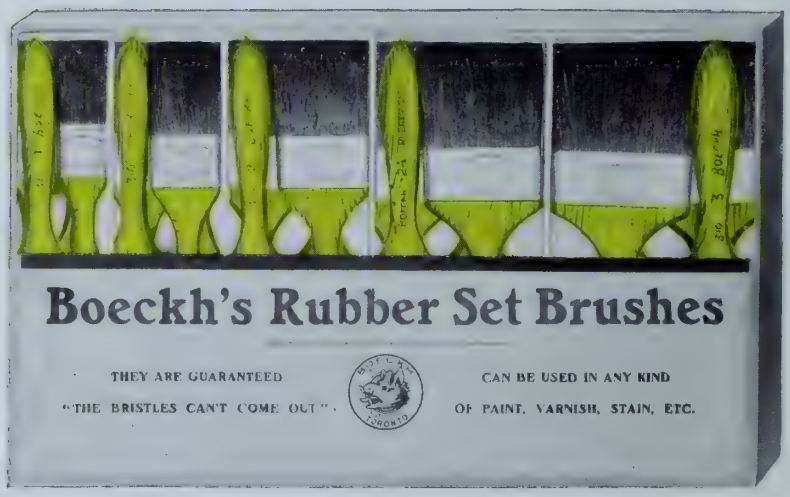
# BOECKH'S BRUSHES

## Are Rubber Set




Are easiest to sell because they are far in the lead in quality and features of construction that make them give lasting satisfaction to the users. This consumer satisfaction is the real measure of the merchant's success. Retail success is founded on the satisfied and contented customers who return for future purchases at the store.

# The BOECKH COMPANY, Ltd.

**TORONTO — CANADA**

***Established 1856***

# Are You on Our Black List?

## *IF NOT—WHY?*

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies, and Dependencies who buy exclusively the Blacks made by

## THE L. MARTIN CO.

**This Seal on Every Package**

**1849 - 1921**

**Is Your Guarantee**

**WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?**

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Seventy-two Years' Experience has taught us Some Things about the Black Business which may interest you.

Seventy-two Years' Reputation behind each Package will help Your sales. Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

**SEND US YOUR TRIAL ORDER—THEN**

## YOU WILL REMAIN ON OUR BLACK LIST

# THE L. MARTIN CO.

Works: Philadelphia, Pa.
Johnsonburg, Pa.

**Office: 81 Fulton Street, New York**

London, England

CANADIAN SALES AGENTS:

MONTREAL
James A. Taylor
22 St. Francis Xavier St.

TORONTO
James Hayward
23 Scott Street

WINNIPEG, MAN.
P. A. C. McIntyre
311 Confederation Life Bldg.

# RAMSA

"The Right Paint To Paint Right"

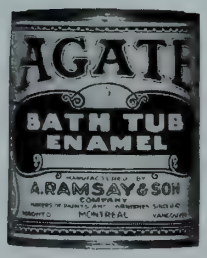
"The Right Paint To Paint Right"

Montreal Toronto Winnipeg Vancouver Calgary Edmonton Halifax

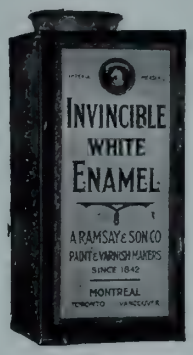
# Y'S

"Save the Surface and you save all" Paint & Varnish

## The Right Varnish To Varnish Right



## Remember the Agate Family is a Full Profit Producer



# A. Ramsay & Son Company

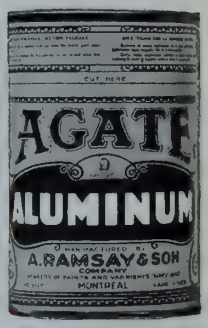
*The All-Canadian Manufacturers of Paint and Varnish Since 1854*

## MONTREAL

**Toronto**
49 Colborne Street

**Winnipeg**
123 Bannantyne Ave. East

**Vancouver**
167 Pender St. West.




***Distributors***

Edmonton District: Revillon Wholesale Limited, Edmonton. Calgary District: The McDonald Baker Co., 818 Eighth Ave W., Calgary. Nova Scotia: James Simmonds, Limited, Halifax, N.S.

GLIDDEN
PAINTS - VARNISHES - COLORS - INSECTICIDES

PAINTS — VARNISHES — COLORS — INSECTICIDES

# Everywhere on Everything

## *To meet the Dealer's need*

In every locality there is a need for painting materials — in business as well as the home. Everywhere there are surfaces that require protection and decoration.

Be prepared to take care not only of home requirements but business demands as well. Don't limit your profits with limited stocks. A study of the Glidden list of products will reveal a vast market to you. Glidden factories are producing quality products for every conceivable paint and varnish purpose — paints for industry, for factory, equipment and product; paints for commerce, for buildings, shipping and railways; paints for the house, inside and outside—*everywhere on everything.*

To represent Glidden in any locality has come to be a tangible asset for you. Glidden reputation will reflect its good influence upon your business generally. Write to-day for the Glidden proposition.

THE GLIDDEN COMPANY Ltd., Toronto, Ont.

*Branches at Montreal and Winnipeg*

# Livingston

## THE KIND YOUR GR

## *FOR 57 YEARS THE STANDARD*

In the old days the name "Baden" signified everything good that could be said of linseed oil. It was the merchants' and the customers' guarantee that the oil was the best that could be produced.

Even to-day the name "Baden" is still the "buy word" for the older generation, but it is generally being replaced by the name of the originator.

This is the result of the expansion of the Livingston organi-

THE "BLUE BARRELS"—THE OUTWARD

# The Dominion Linseed

BADEN TORONTO

# Brand Oil

## ANDFATHER USED

## *RECOGNIZED LINSEED OIL*

zation, covering, as it now does, the entire Dominion of Canada.

The name "Livingston" on a barrel of oil means that the contents represent the result of over half a century's experience in the manufacture of linseed oil. It means that it is the standard of quality through and through, and that it is absolutely guaranteed by the makers.

*Your jobber can supply Livingston brand.*

**MARK OF THE INWARD QUALITY**

# Oil Company, Limited

**MONTREAL WINNIPEG**

# O.P.W.

## No Room for Slow Movers These Days

O.P.W. goods move quickly and make permanent customers of initial buyers. And they are the kind of goods that you can recommend with confidence, knowing that the folk at Ottawa stand squarely behind you.

## Are You Ready for the Fall Trade with

O.P.W. HOUSE PAINTS
O.P.W. VARNISHES
O.P.W. STAINS
O.P.W. FILLERS
O.P.W. PAINT & VARNISH REMOVERS

**Ottawa Paint Works, Limited**
**Ottawa, Canada**

Branches: Montreal and Toronto

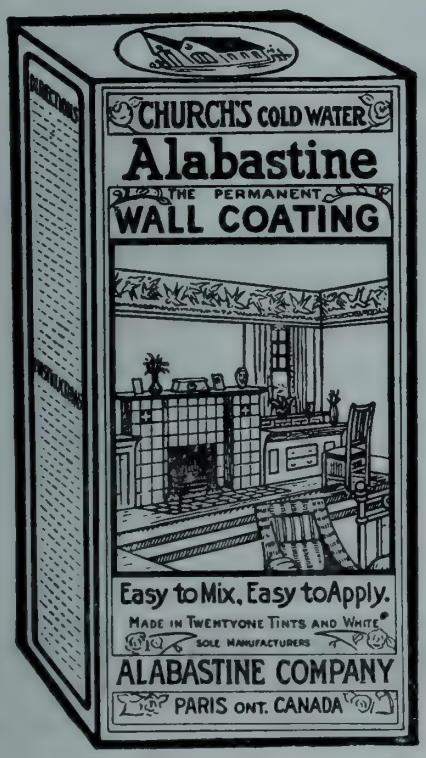
*If interested tear out this page and place with letters to be answered.*

**CHURCH'S** COLD WATER

# Alabastine

## *The Alabastine Price Policy*

From 1885 to 1915 the price was 50 cents per Package
Since January 1st, 1920, the price has been
75 cents per Package




WE WILL continue to maintain this price and effectively advertise the article and the price to the public. **ALABASTINE** dealers who co-operate will reap the benefit.

P.S. Dealers; get acquainted with the present quality so as to assure customers that **ALABASTINE** will spread more easily and cover better than any other wall coating either in hot or cold water, when mixed according to directions on the package.

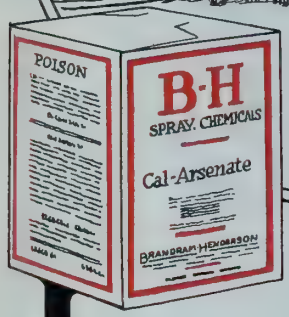
The **ALABASTINE CO.**

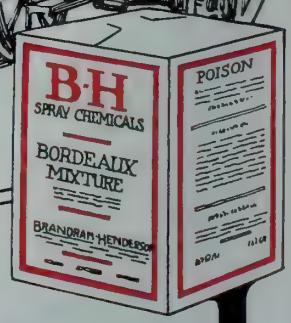
**Paris, Limited**

**PARIS, ONT.**

*If interested tear out this page and place with letters to be answered.*

# *Introducing* B-H Spray Chemicals



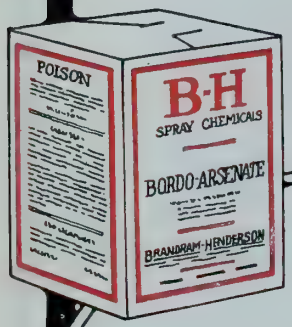



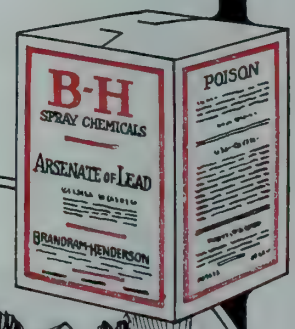

IN introducing these products, we wish to advise the trade that they are the very best it is possible to produce.

BH White Lead Paints and Varnishes have set a high standard and always give universal satisfaction, and B-H Spray Chemicals will be found a worthy adjunct to the B-H Lines.

Every package of B-H Spray Chemicals contains a Guaranteed Analysis—you can confidently recommend them to your customers.

Write for prices and full information.



**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG.

MEDICINE HAT CALGARY EDMONTON VANCOUVER

# 5 POINTS OF EXCELLENCE

**that have earned the approval of painters who have used**

TRADE SIMMS SET IN RUBBER MARK

## PAINT and VARNISH BRUSHES

A new advertising campaign on an unprecedented scale is bound to result in greatly increased sales and assure fast turnover and big profits for Simms dealers.
Don't let your stock run out—order from our nearest branch for quick delivery.

*T. S. Simms and Co. Limited*
ST. JOHN, N. B.
Makers of Better Brushes for 56 Years

BRANCHES
MONTREAL, TORONTO,
LONDON, WINNIPE G

Illustration Actual Size →

1. Full size, hand fitting, hardwood handle, smoothly finished, correctly balanced.

2. Handle shaped and sized to give perfect balance and eliminate wrist strain.

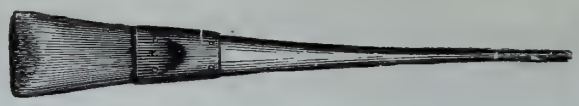
3. Indestructible rubber setting, reinforced with a strong steel ferrule. The bristles cannot come out.

4. Selected non-curling bristles, short and long, correctly apportioned for even spreading and smooth finishing.

5. Centre thickness just where it is needed to prevent the brush wearing to the objectionable "fish tail" shape.

BRUSH ACTUAL SIZE

*If interested tear out this page and place with letters to be answered.*



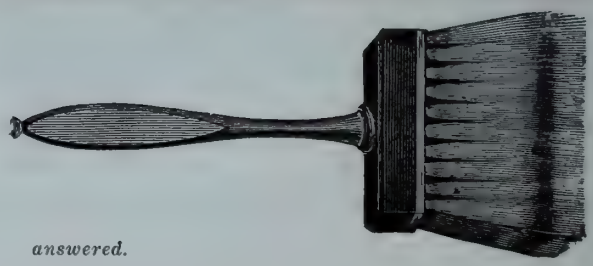
# Seventy

*We Are Celebrating*

To celebrate our Seventieth anniversary we are reducing prices from August 15th 1921. We urge hardware merchants to take advantage of these lower prices. There is nothing whatever to wait for as these represent the rock bottom prices until after July 1st, 1922.

## Meakins & Hamilton

Winnipeg London Toronto Van



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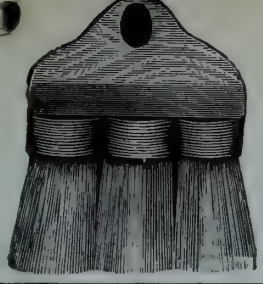
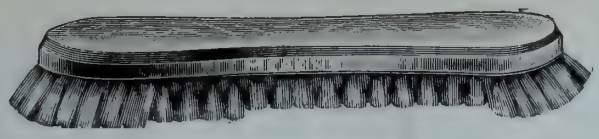
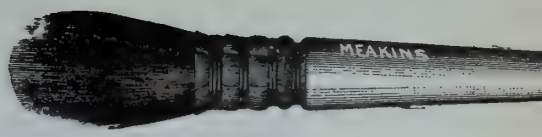







# Years in Business!

*With a Price Reduction From Aug. 15*

Seventy years of experience in brush making is a very valuable asset -- not only to us, but to you, the merchant.

The past seventy years has seen wonderful changes in the making of brushes, in scientific discoveries, and in factory methods, machinery, and other things.

Every worth while improvement in the past seventy years has been adopted in the making of Meakins' brushes. This has made them the acknowledged brush leaders in both popularity and sales.

## Sons Limited

### Ontario

Warehouses:

couver, Pilkington Bros. Calgary, Alta. Montreal.

# Householders want floor varnish that will withstand hard wear

You will always have satisfied customers when you sell them the famous floor varnish noted for its beautiful finish,—

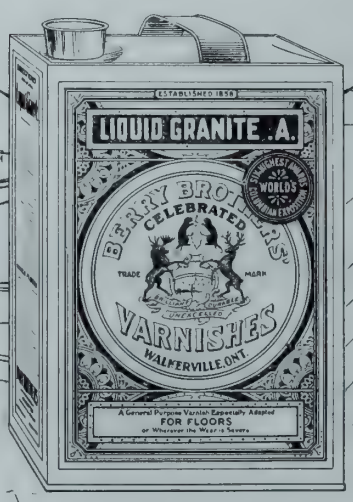
## *Liquid Granite*

With more Liquid Granite actually sold across the counter than any other varnish made, you are guaranteed quick profits and steady custom when you handle it.

Write for prices and particulars.

**BERRY BROTHERS INC.**
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE-ONTARIO



# DECOTINT

## The Sanitary Cold Water Paint for Walls and Ceilings

DECOTINT is an ideal wall paint—artistic, easy to apply and entirely sanitary. It is the most satisfactory finish on the market for decorating all interior wall surfaces.

It will pay you to stock and recommend DECOTINT. Your customers will be quick to appreciate the superior advantages of this economical wall paint and, from among the twenty-two delicate DECOTINT colors, it will be an an easy matter for the most critical among them to select the right combination for their particular problem.

Throughout the Spring months, a strong campaign of Consumer advertising will run in all important publications, circulating throughout Canada — Order your Spring supply of DECOTINT now and be one of those to reap the benefit of sales which this publicity is sure to create.

*A CANADIAN PRODUCT*

### DECO-TINT PRODUCTS

HAT BRITE—The best hat enamel ever made.

METAL BRITE — The well-known Metal Polish.

DECO-WAX—The wax polish for floors, furniture, autos, etc.

POLISH-OL—Auto and furniture polish.

STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

## THE DECO-TINT COMPANY

897 CENTRE STREET

MONTREAL

HILLCREST
A GUARANTEE OF QUALITY

# Hillcrest Line For Fall Painting

Now, that outside woodwork has dried o ut well in the summer sun, Fall Painting is in order. Remind your customers of t his by displaying The Hillcrest Line of Paints and Varnishes in your windows w ith attractive show-cards driving home Fall Painting requirements.

If you are not already handling the Hill crest line we would like to show you why we believe no better paint can be produ ced—ask the Hillcrest Salesmen, or write to us.

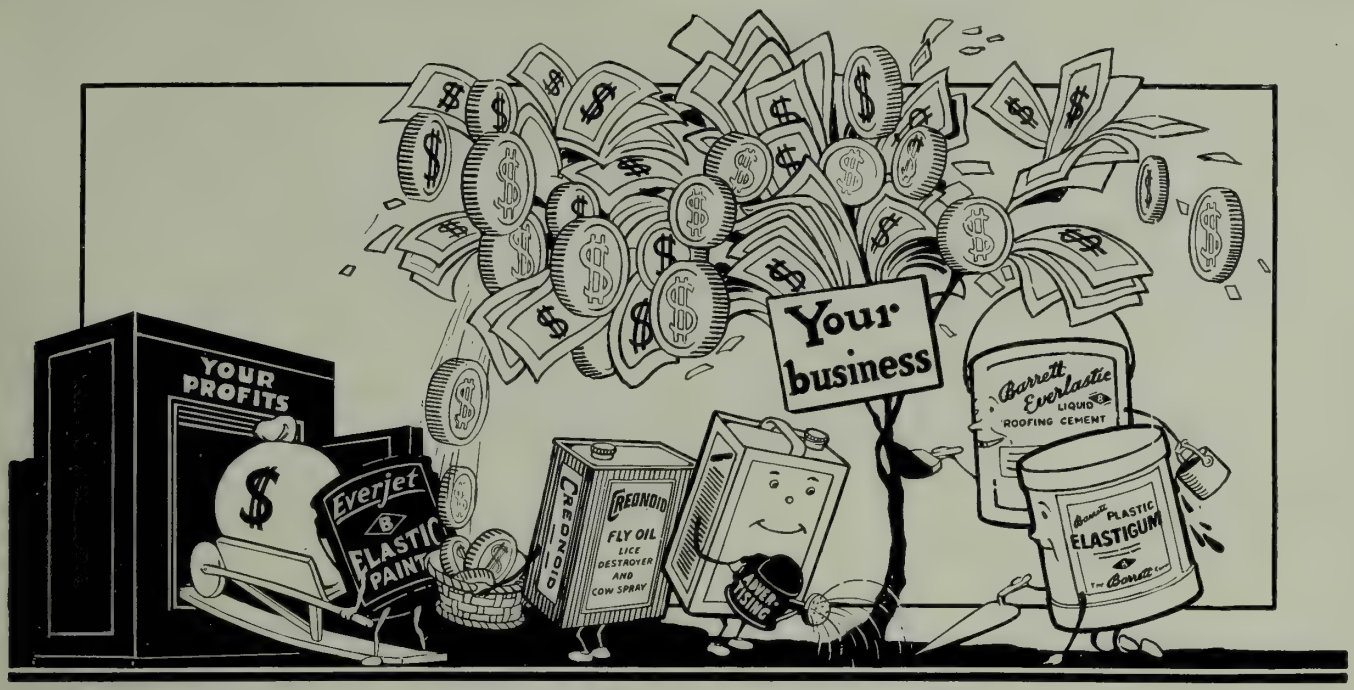
**We Manufacture:**

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hill crest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint, Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

**Sanderson Pearcy & Co.**
**Limited**
**272 Van Horne St.**
**Corner of Dufferin Street**
**West Toronto - - Canada.**

# Hillcrest Paint Products

*If interested tear out this page and place with letters to be answered.*




# Put these Barrett Money Makers on the job—

Over 35,000,000 advertisements featuring Barrett specialties are reaching customers of every class throughout the Dominion.

They will bring a big volume of business to every dealer who is ready to supply the demand.

Don't tie up your money in stock that won't move quickly—make every dollar earn other dollars for you.

The Barrett Products which are being featured in this big consumer advertising campaign include the following Specialties:—

### Everlastic Liquid Roofing Cement

Unequalled for re-surfacing worn-out prepared and "rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons.

### Everjet Elastic Carbon Paint

A proven protective black, carbon paint for industrial purposes. No other paint on the Canadian market has ever enjoyed the same popularity. Everjet Elastic Carbon Paint is made for use on exposed metal and wood, particularly on surfaces subject to severe conditions; for use in boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors.

Put up in: 1-Gallon Cans, Lithographed (cases of one doz.), 5-Gallon Cans, ½ Barrels (about 20 gallons), Barrels (about 40 gallons) and steel drums (43 gallons).

### Creonoid (Fly Oil) Lice Destroyer and Cow Spray

Farmers throughout the Dominion use vast quantities of this product during the fly season. We are conducting an intensive advertising campaign directed to the farmers *now,* when the fly pest is prevalent. Cash in on the demand which is being created for you.

It is put up in exceptionally attractive lithographed cans in the following sizes: 1-gallon cans (12 to the case), 5-gallon cans, ½ barrels, barrels and steel drums (43 gallons).

### Plastic Elastigum Patching Cement

"The Plastic Cement of a hundred uses"—the most convenient patching and repair material ever placed on the market.

Plastic Elastigum Patching Cement is tough, durable, acid-proof and waterproof. It sticks tenaciously to either wet or dry surfaces; can be used in all kinds of weather; is easy to apply; low in price, and comes all ready for use.

To stop leaks in roofs, repair flashings, reline gutters, stuff cornices—for these and innumerable other purposes, Plastic Elastigum is in a class by itself.

Put up, ready for use, in packages of various sizes, from 1-lb. tins to barrels of about 600 lbs.

WINNIPEG
VANCOUVER
HALIFAX, N. S.

**The Barrett Company**
LIMITED

MONTREAL
TORONTO
ST. JOHN, N. B.

*If interested tear out this page and place with letters to be answered.*

# "RE-NEWITT"

SURFACE PROTECTING PRODUCTS

# Announcement-

It is a well-established belief in the trade that when the Dougall Varnish Company, Limited, sponsor a product, that product will be as nearly 100% efficient as human skill and modern methods can make it.

That belief has been fostered by a very conscientious endeavor on the part of the Company to produce "Surface Protectors" for which there is a very general demand and a ready sale, based on the primary consideration of true quality and backed by a very fair and complete dealer service.

For many years, the Dougall Varnish Company have held first place in the making of high grade varnishes. When you see the beautiful gloss on an automobile—you see a Dougall Finish. The highly polished surface of your piano is another example. In fact the name DOUGALL is synonymous with perfection in surface finishing and protecting.

The success that attended the marketing of these quality varnishes resulted in the birth of a line of Finishes, known as RE-NEWITT SURFACE PROTECTING PRODUCTS, in the manufacture of which the same high grade methods are maintained and the same rigid adherence to quality is exercised.

An indication of the quality of RE-NEWITT SURFACE PROTECTING PRODUCTS is shown in the guarantee under which RE-NEWITT OUTSIDE WHITE is sold: Pigment 75% Pure White Lead, 25% Pure White Zinc, ground to minute fineness and smoothness in Pure Refined Linseed Oil and Turpentine Dryer; sold subject to chemical analysis:

*Sold Subject to Chemical Analysis*

Similarly the other Surface Protectors of the RE-NEWITT Line create new standards of quality—each one being the perfected product of a most capable organization, utilizing all the resources of modern chemistry and equipment.

The Dougall Varnish Company can therefore, with absolute confidence, assure the trade generally that no finer, better or purer, products can be made or sold. Terms to dealers are in keeping with an established reputation for absolutely fair dealing. Write for full particulars.

## The Dougall Varnish Company
Limited

MONTREAL :: :: :: CANADA

ASSOCIATED WITH MURPHY VARNISH CO. U.S.A.

*If interested tear out this page and place with letters to be answered.*

# "RE-NEWITT"

SURFACE PROTECTING PRODUCTS

# Here is The Line-

Re-Newitt Surface Protecting Outside White

Re-Newitt Surface Protecting Inside Gloss White.

Re-Newitt Surface Protecting Inside Flat White

Re-Newitt Surface Protecting Floor & Porch Enamels

Re-Newitt Surface Protecting Flat Wall Finish.

Re-Newitt Surface Protecting Flat Wall Sizing Liquid

Re-Newitt Surface Protecting Blind & Shutter Greens

Re-Newitt Surface Protecting Painters' Ground Color, Buff.

Re-Newitt Surface Protecting Floor & Linoleum Finish

Re-Newitt Surface Protecting Stains.

Re-Newitt Surface Protecting Bath Enamels

Re-Newitt Surface Protecting Screen Enamels

Re-Newitt Surface Protecting Tire Finish

Re-Newitt Surface Protecting Bicycle Enamels

Re-Newitt Surface Protecting Stove Pipe Enamel

Re-Newitt Surface Protecting Straw Hat Enamels

Re-Newitt Surface Protecting Liquid Gold & Aluminum

Re-Newitt Surface Protecting Barn & Bridge. Red and Grey

Re-Newitt Polish

Preservitt Rust Preventative

Re-Newitt Metal Polish

Re-Newitt Carbon Remover, Engine Primer & Gasoline Accelerator

Re-Newitt Crack & Crevice Filler

Re-Newitt Refined Shellac

## *and the* Marine Surface Protectors

Re-Newitt Marine Outside White

Re-Newitt Marine Inside Gloss White

Re-Newitt Marine Inside Flat White

Re-Newitt Marine Deck Enamels

Re-Newitt Marine Yacht Enamel

Re-Newitt Marine Ship Black

Re-Newitt Marine Railing Greens

Re-Newitt Canoe & Boat Enamels

Re-Newitt Marine Engine Enamel

Re-Newitt Marine Dory Finishes

Re-Newitt Copper Bronze Bottom Composition

## An Ideal Selling Combination

These lines make an ideal selling combination for the dealer trade when sold in conjunction with such highly reputable products as UNIVERNISH, the One Varnish for all Uses, DA-COTE, the Motor Car Enamel that dries overnight, TRANSPARENT FLOOR VARNISH, that is so noted for its wearing properties, DOUGALL WHITE ENAMEL, TRANSPARENT SPAR, TRANSPARENT INTERIOR and the full Dougall CARRIAGE and Architectural line.

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Company
Limited
MONTREAL :: :: :: CANADA

ASSOCIATED WITH MURPHY VARNISH CO. U.S.A.

*If interested tear out this page and place with letters to be answered.*

# The Best Wall Finish

Muresco has established, and maintains, an enviable record for quality. It will not peel, crack or rub off; it is very economical in use, artistic in appearance, durable and sanitary.

Muresco sales have grown astonishingly. Merchants find it a wonderful seller—consumers who once use it, purchase it again and again.

If your business is not yet enjoying the benefits of Muresco sales—investigate. Muresco is made in white—16 tints—and 16 colors.

Write today for color cards, prices and the agency

# Muresco

THE MOORE LINE CONSISTS OF:
MURESCO:—The best wall finish.
HOUSE COLORS:—A pure linseed oil paint.
FLOOR PAINT:—Dries hard over night.
MOORAMEL:—Perfect flowing enamel.
TILE-LIKE:—Varnish and stain combined.
SANI-FLAT:—A non poisonous flat oil paint.

## Benjamin Moore & Co. LIMITED

**Paints, Varnishes and Muresco**

*If interested tear out this page and place with letters to be answered.*

# "What Shall I Use to Save the Surface?"

Many customers are buying paint and varnish as the result of continued "Save the Surface" advertising.

You have a wonderful opportunity to advertise your experience in selling the right product for the right purpose.

"Service" is the magic word of merchandising. Tie up your service with the "Save the Surface" propaganda that is going to your customers and prospects.

There are many ways by which you can advertise the fact that you sell Surface Protection.

Many suggestions for paint and hardware dealers are illustrated in the Dealers' Catalogue entitled "Selling Surface Protection." If you have not received a copy, write for it. It is yours for the asking.

## "Save the Surface" Campaign Committee.

**Room 509, 107 St. James St., Montreal.**

*If interested tear out this page and place with letters to be answered.*

Registered

# Floglaze

*"The Finish that Endures"*

# Encourage Fall Painting

From a purely selfish motive—to do more business—you should encourage your customers to paint and varnish in the Fall.

By encouraging Fall painting you are really doing your customers a favor.

Fall is really the right time to paint to get best results. Perhaps your customers do not know this. Tell them why. Here are the reasons:

In the Fall the surface is thoroughly dry.

A dry surface absorbs paint and varnish better. The paint or varnish penetrates deeper, and consequently the coat is more lasting.

In the Fall the weather is more settled than in the Spring—more uniform, and warmer. Paint and varnish can be more easily and more successfully applied. Paint and varnish keep out moisture in the Winter time, therefore preventing decay.

Surfaces require more protection during the winter.

**Your customers will thank you for telling them these facts.**

"Save the surface and you save all" *Paint & Varnish*

Registered

# Floglaze

*"The Finish that Endures"*

# You'll Sell More Paint

By encouraging your customers to paint and varnish in the Fall. You will make your paint and varnish business an all year business.

Fall is a "clean-up" season—a natural time to paint and varnish.

And the dealer who handles Floglaze has a finish for every kind of surface—wood, metal or concrete—a finish that endures.

Floglaze has a hundred and one uses on the farm and in the home both indoors and out.

Because of this fact it is a line on which the dealer makes big profits on small stock. The entire line—seven surface finishes—can be stocked on little capital, and in small shelf room.

Repeat sales will follow—more business for you—for Floglaze gives results that make customers satisfied.

**Write for our Retail Paint Dealer's Handbook—"A Guide to Larger Profits.**

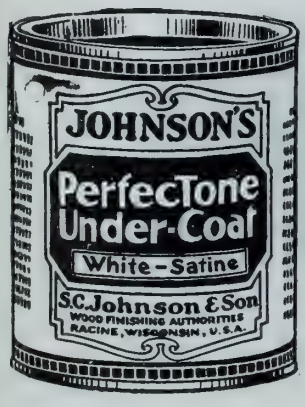
THE
## IMPERIAL VARNISH & COLOR CO. LIMITED

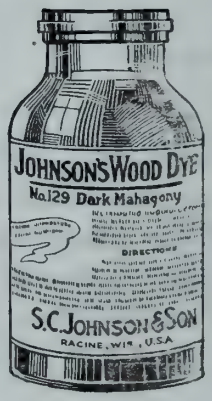
HEAD OFFICE **TORONTO** CANADA

**MONTREAL WINNIPEG VANCOUVER**

# S. C. JOHNSTON'S Floor Varnish

## A New Product With An Old Prestige





We might point out to you that this is a pure gum varnish, fully guaranteed, and then give you a long list of other selling points for this new Johnson Product. You, as a merchant, however, will appreciate that Johnson Floor Varnish must be up to the quality of the Johnson Products that have so long sold successfully for you, and satisfied and delighted your customers. We need only add that S. C. Johnson Floor Varnish sells at a price to give merchants a real profit. Write for prices and for information regarding free newspaper advertising for the dealer.

# S. C. Johnston and Son

## Limited

Brantford, Canada

*If interested tear out this page and place with letters to be answered.*

# RUBBERSET

TRADE MARK

## PAINT AND VARNISH BRUSHES

# A firm grip on the brush business

Fall is Harvest Time for the dealer who sells Rubberset Brushes. Rubberset Brushes are a "standard" line. They are well known, partly because they are advertised—partly because of the service they give.

When you offer your customer a Rubberset Brush, a sale is made without effort. Rubberset Brushes are scientifically designed and shaped. Rubberset Paint and Varnish Brushes spread evenly, economically, and without leaving a wake of bristles behind. Rubberset Brushes defy destruction—the bristles are gripped everlastingly in hard, vulcanized rubber.

There is a Rubberset Brush for every purpose. Paint and Varnish Brushes, Hair and Tooth Brushes, Nail Brushes, and brushes specially designed for every purpose to which a brush can be put.

Be sure the brushes you sell are Genuine Rubberset Brushes. Every Rubberset Brush made in Canada bears the trade mark shown above. Say to your customers —"This is a Rubberset Brush—it is guaranteed—the Rubberset people say 'Rubberset Brushes Must Make Good, or WE WILL.'" Do you know of any stronger guarantee than that?

Rubberset Brushes are a profitable, satisfactory and clean-cut line to handle.

Your jobber handles Rubberset Brushes; if he doesn't, please write us direct.

## RUBBERSET CO. LIMITED

**Factories-**

## Toronto & Gravenhurst, Ontario.


*If interested tear out this page and place with letters to be answered.*

# CARTER'S

## Have You Carter's In Stock?

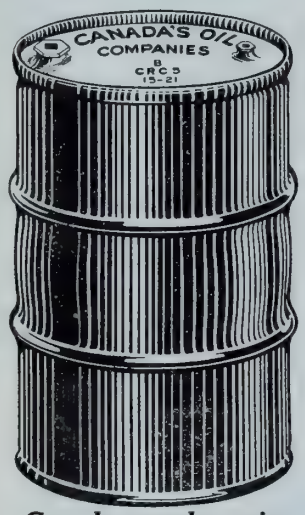
Carter's Genuine Dry Red Lead is a big favorite with paint users everywhere.
Made from the highest grade Canadian pig lead, highly oxidized and ground very fine. It is always uniform in quality and when mixed with pure linseed oil affords lasting protection against rust or corrosion.
Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge are equally saleable.
Send for full particulars.

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**

Beath WELDED STEEL Barrel

# When you go after New Customers

Beath WELDED STEEL Tank




*Can be used again and again.*

Salesmanship gets the first order. Safe and prompt deliveries are the biggest factor deciding your chances for the second and all subsequent orders.

Beath Steel Barrels ensure safe deliveries of liquids, chemicals, oils, paints, varnishes, enamels, powders, crystals, tar—everything a barrel can carry.

Beath Barrels and Tanks are made of best quality sheet steel with every seam welded; self draining outlet; contents can be withdrawn without injuring the container. With Beath Barrels and Tanks your product reaches the customer **right,** with quality and quantity unimpaired. The Beath is the barrel for **economy.**

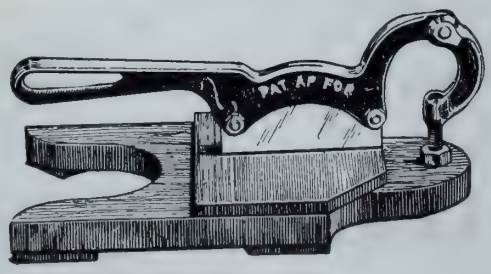
If you require barrels or tanks of special design we will supply them according to your specifications.

Write us for full particulars and prices.

**Our exhibit Toronto Exhibition between Transportation Bldg. and Motor Trucks. Look us up.**

## W. D. Beath and Son, Limited

**Toronto, Ontario.**




**W. Drysdale**
**307 Coristine Bldg.,**
**Montreal, Que.**

## Consider The Blade

This slicer will cut any vegetable fibre, and with its guaranteed.
The slicer will cut any vegetable fibre, and with its many other uses is just what your customers want.
The maple board is dipped in linseed oil, and the frame is solid brass.

## Deck Scrapers

are made of the same grade of steel and the size is 4".
Write for prices.

# *"And these are Twelve Good Reasons*

why you will be PLEASED to recommend Libbey-Owens Flat Drawn Glass to your clients. Twelve good reasons why the wholesale hardware trade of Canada will be pleased to supply it to their customers."

1. It is absolutely Flat-Drawn Glass.
   (Ordinary Cylinder glass is bowed or bellied.)
2. It takes the cut on either side equally well.
3. It is perfectly annealed, passing slowly through an annealing oven over two hundred feet long, which gives it a perfect temper and soft cutting surface. (See "Story of Libbey-Owens Flat Drawn Glass.")
4. It is absolutely uniform in thickness. No thick or thin ends.
5. Minimum wastage in cutting as it invariably breaks on the cut.
6. No breakage waste in shipping because it is perfectly flat.
7. It retains its natural beautiful fire finish.
8. It is dipped in an acid bath, which prevents fading.
9. By virtue of its perfect flatness and uniform thickness it is eminently suitable for steel and hardwood sash glazing.
10. Where stops are used in glazing, Libbey-Owens Glass will be welcome relief from old-style bowed or bellied glass, which usually called for some replacements by the contractor after he thought his work was done.
11. There is NO distortion, Libbey-Owens Flat-Drawn Glass giving perfectly clear vision.
12. It is "MADE-IN-CANADA," in our new Factory at Hamilton, Ontario.

*"There is NO Flat-Drawn Glass but Libbey-Owens"*

Will you write today for our new illustrated book, "The Story of Libbey-Owens Flat-Drawn Glass"? You will find it to be worth-while reading.

**Canadian Libbey-Owens Sheet Glass Co., Limited, Hamilton, Ontario**

LIBBEY FLAT DRAWN GLASS OWENS
MADE IN CANADA

LIBBEY FLAT DRAWN GLASS OWENS
MADE IN CANADA

*If interested tear out this page and place with letters to be answered.*

# Glass

# Glass

## Western Hardware Merchants!

Retail merchants are buying in small lots. They are in the market much more often than formerly. We realize your problems and sympathize with them. In the present market it will help you and simplify matters if you order your stocks of Glass from Regina.

We are ideally located to give Western merchants the quick shipments that permit faster turnovers.

Anything in Plate Glass, Window Glass, Wire Glass, Plate Mirror and Windshields Figure Glass.

**The Regina Plate Glass Company**
**REGINA**

# Glass

# Glass

# GLASS

**Our stock comprises the following glass:—**

WINDOW GLASS
PLATE GLASS
FIGURED GLASS
FACTORY GLASS

We also manufacture Mirrors, Art Glass and Bevelled Plate. Special attention is given to the supplying of the trade and we can offer prices and service second to none. Send in your specifications and we will be glad to quote you.

**Ontario Plate Glass Limited.**
**Hamilton, - - Canada.**


*If interested tear out this page and place with letters to be answered.*

# PILKINGTON
## BROTHERS ~ LIMITED
## WE HAVE BEEN MAKING GLASS

AT OUR ENGLISH FACTORY FOR ABOUT

# 100 YEARS

**And the Continued Growth of Our Business Throughout the World is a Testimony to the General Excellence and Uniformity of Our Product.**

# CANADIAN WINDOW GLASS

In May, 1914, our CANADIAN FACTORY at THOROLD, Ont., commenced the manufacture of WINDOW GLASS, which, together with PLATE, POLISHED WIRED, ROLLED, WIRED and all other kinds of GLASS FOR BUILDING PURPOSES manufactured at our ENGLISH WORKS, is distributed from our Depots at

HALIFAX, MONTREAL, TORONTO, WINNIPEG, CALGARY, EDMONTON, VANCOUVER.

***WRITE FOR PRICES***

# PILKINGTON QUALITY IS UNEXCELLED

*If interested tear out this page and place with letters to be answered.*

# Solignum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

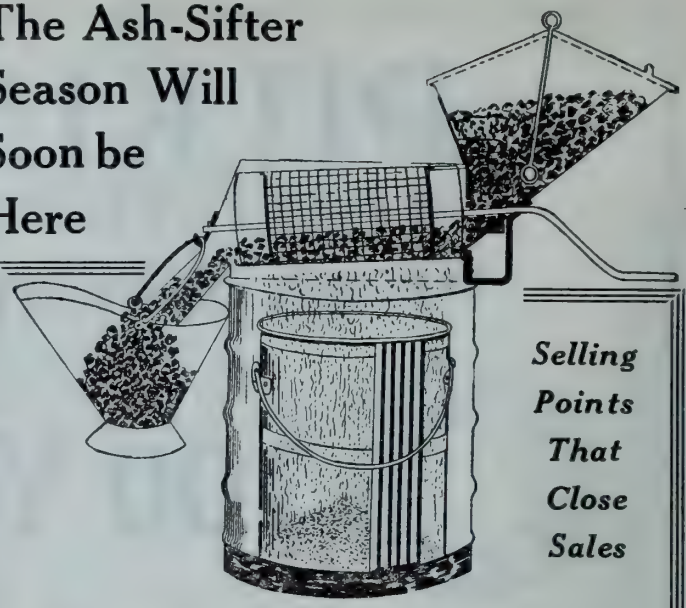
Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

**STURGEONS LIMITED, TORONTO**

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

# The Ash-Sifter Season Will Soon be Here



*Selling Points That Close Sales*

## *Keep Fuel Expense Down*

The Samuels Dustless Ash Sifter has many convincing, salesmaking features. The iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band around bottom, and general superiority of design. Convenient, clean and dustless.

Place your order now for prompt delivery.

***For Sale by Leading Jobbers***
***Manufactured by***

**J. Samuels,** 275 Queen St. West **Toronto**

## *"Holds like* *the Devil"*

# Engineers' Double-Headed Wrench

Wrenches that you can sell, because they are strong, substantial wrenches that will not "chew up" the nuts.

The material is the very best obtainable and Designed by skilled workmen into a reliable, dependable wrench, accurate in every detail.

We also specialize on Thin Nose and Thick Nose Pliers finished in Nickel Plate and Black.

Our Cold Chisels are made from the very best steel procurable and are finished in Ebony and Natural.

**Walton Carlson Co., Ltd.**
**St. Catharines Ontario**


*If interested tear out this page and place with letters to be answered.*

# GLASS

**PLATE GLASS** **WINDOW GLASS**

## *To the Hardware and General Trade*

WE are carrying complete stocks of the best brands of Belgian Window Glass for immediate shipment or for Import. We solicit your orders and inquiries on "Everything in Glass for Building Purposes."

Greater now than ever before are the advantages to the dealer in having a near-by and dependable source of supply whether it be for **ONE** light of Glass or car-lots. Our complete manufacturing and distributing equipment and facilities—a thorough understanding of the requirements of the trade make unique the service to be had on Plate, Bevelled Plate, Automobile Windshield Glass, Plate Glass Table Tops, Mirrors, Fancy, Leaded, Wired Glass, Prism Glass and copper bars for Store fronts from the nearest warehouse.

***Write, Phone or Wire for Prices.***

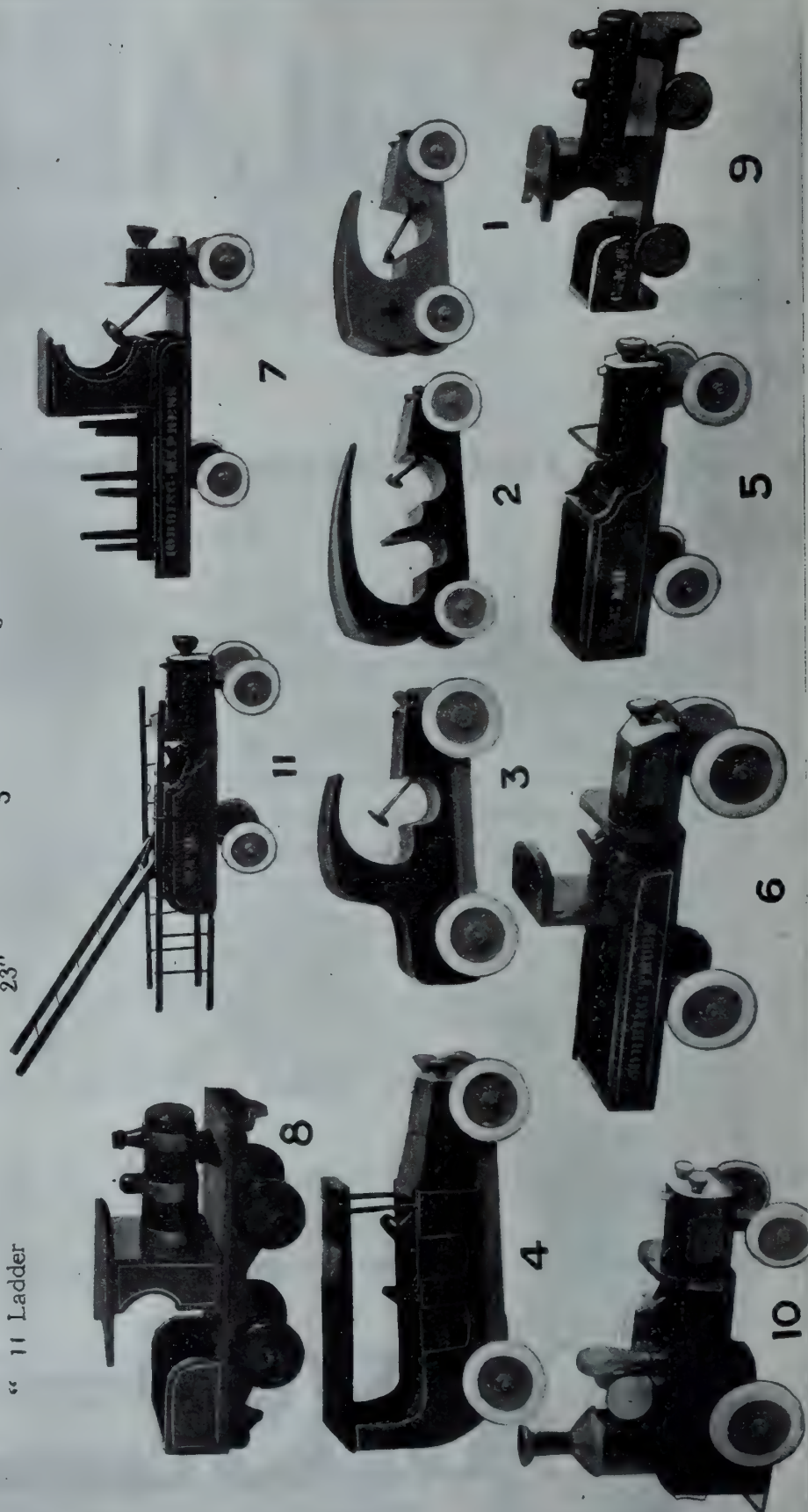
**FANCY GLASS** **MIRRORS**

# HOBBS Manufacturing Company, Limited

**MONTREAL TORONTO LONDON WINNIPEG**

*If interested tear out this page and place with letters to be answered.*

| | Length | Width | Height | Packed in Cartons 6 only | Price $6.00 doz. |
|---|---|---|---|---|---|
| No. 1 Automobile | 10¼" | 4" | 5¼" | 2 " | 7.00 " |
| " 2 " | 11½" | 4 | 6¼" | 2 " | 12.00 " |
| " 3 " | 13" | 5¾" | 7½" | 2 " | 42.00 " |
| " 4 Limousine | 16" | 6" | 8¼" | 1 " | 14.00 " |
| " 5 Truck | 12¼" | 4" | 5¼" | 2 " | 18.00 " |
| " 6 Jobbing Truck | 16" | 5" | 8½" | 2 " | 30.00 " |
| " 7 " Express | 16" | 6" | 8½" | 1 " | 42.00 " |
| " 8 Locomotive | 15¾" | 5" | 9" | 1 " | 12.00 " |
| " 9 " | 11½" | 4½" | 4½" | 2 " | 30.00 " |
| " 10 Fire Engine | 13½" | 5" | 8½" | 1 " | 24.00 " |
| " 11 Ladder | 23" | 5" | 6" | 2 " | |




*If interested tear out this page and place with letters to be answered.*

# Better Toys

On the opposite page are illustrated a few of our wooden toys. These are quick sellers—substantially built, and attractively enamelled in brilliant colors.

Write for catalogue.

# Toboggans

The toboggan illustrated is our No. 2, and the construction makes it particularly suitable for sliding on ice. We make a complete range of toboggans in all sizes for Sportsmen, Hunters, Miners, etc.

# Sleds

Our line of sleds is also complete, and made in different sizes with one and two hand holes. The shoes are round spring steel—the runners are varnished and the tops painted attractively in assorted colors.

# Kitchen Ware

The illustrations show a few of our lines of wooden ware. We also make Dairy wooden ware — Laundry Wooden ware, Kettle Handles and Knobs, Tea Pot Handles, Step Ladders and other sundries.

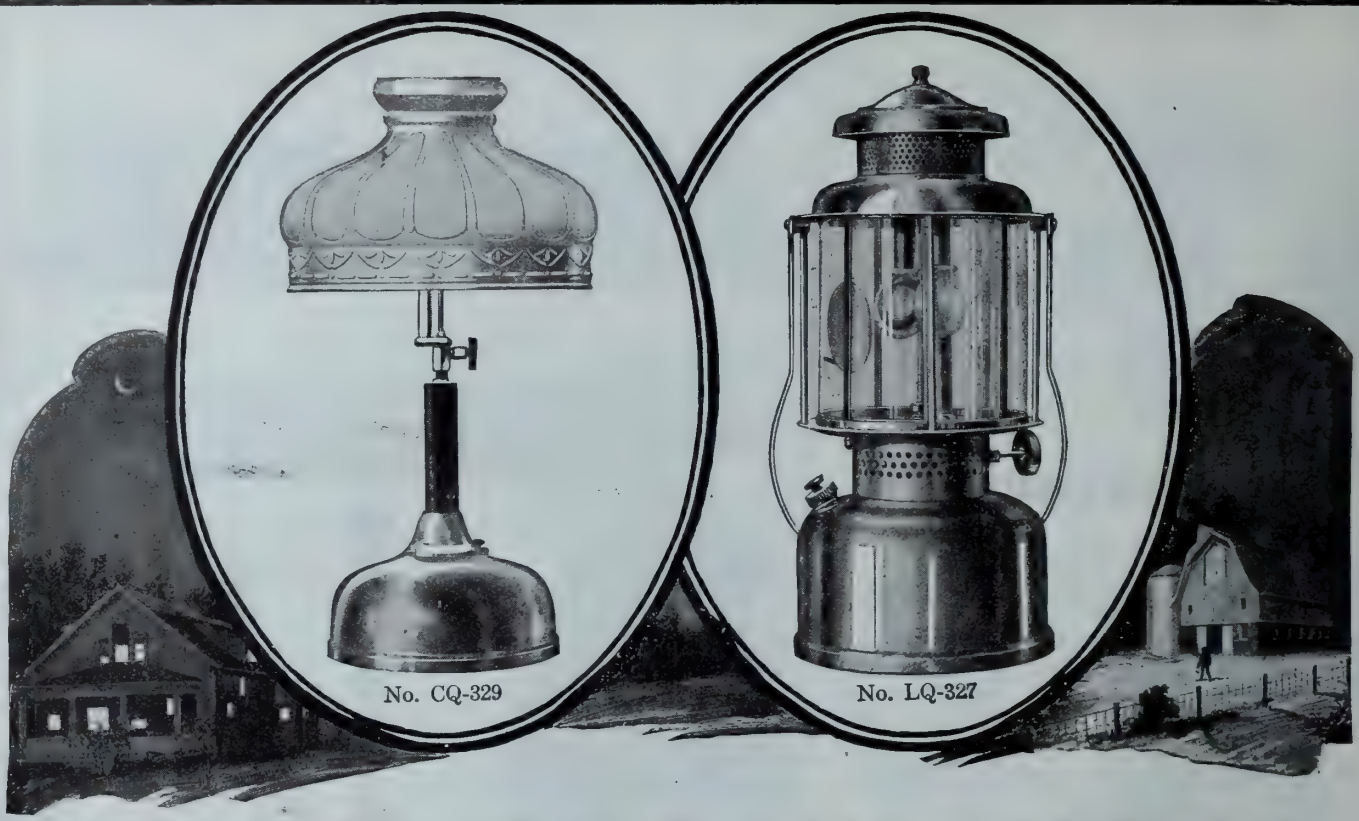
**Our catalogue is yours for the asking. It is beautifully illustrated in colors, and will be of assistance to you in selecting your stock.**

Write for it.

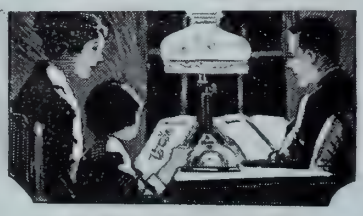
# J. H. Hanson Company Limited

## MONTREAL

*If interested tear out this page and place with letters to be answered.*




# SEE THE QUICK-LITE DISPLAY AT THE NATIONAL EXHIBITION



## In Toronto Aug. 27th to Sept. 10th

We will have two exhibits: 1—Booth 128, in Process Building, where you will be shown how Coleman Lamps, Lanterns and Mantles are made. 2—Corner of Devonshire and Aberdeen Roads, near the Dairy Building, directly south of the fire hall, a home will be completely lighted with Coleman Lighting Plant and Lamps. Don't fail to see these exhibits. Our proposition also is much worth looking into at that time.

## Coleman Quick-Lite Lamps and Lanterns

No other Canadian made lamp or lantern of this type is so generally popular for all household and farm lighting uses. 300-candle power, of pure-white brilliant light. No wicks to trim, no chimneys to wash. Can't spill, can't explode. Light with common matches. Uses ordinary motor gasoline. Costs less than 50c a month to operate.

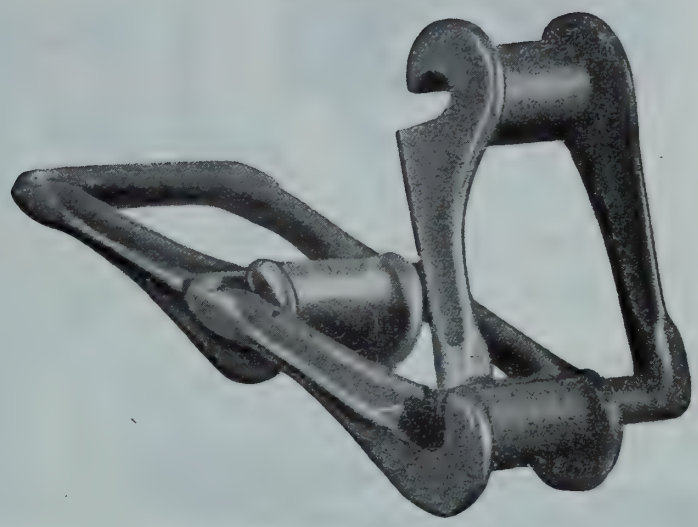
Dominion-wide advertising and many store helps support your sales efforts. Write your distributor for particulars.

**The Coleman Lamp Co. Ltd.**

**Queen St. East & Davies Ave., Toronto, Can.**

*If interested tear out this page and place with letters to be answered.*

# Detachable Malleable CHAIN



For Agricultural and General Mach inery.

We are now prepared to supply all standard styles and sizes of Detachable Malleable Chain and Attachm ents. Also Standard Riveted Drive Chain and Elevator Buckets.

These are all made and assembled in our large, modern plant at Guelph, Ontario, and are corrected as to pitch and tested for strength before being shipped.

"Imico" chain is guaranteed to be interchangeable with all standard makes and to fit all standard sprocket wheels. Whether you are wholesaler or manufacturer of machinery send us a list of your chain requirements and we will gladly quote prices and discounts.

**WE ARE MANUFACTURERS ALSO OF**

MALLEABLE AND CAST IRON PIPE FITTINGS, MALLEABLE AND GREY IRON CASTINGS, Also Mallea ble Clevises, Whiffletree Hooks, Ferrules, Silo Lugs, Pipe Shoes, Malleable Washers, Wagon Stakes.

---

## INTERNATIONAL MALLEABLE IRON CO., Ltd.

**Head Office : GUELPH, ONTARIO**

SELLING AGENTS:

Nova Scotia: Geo. D. Hatfield, Bedford Chambers, Halifax, N. S.
New Brunswick: H. G. Rogers, Limited, 147 Prince William St., St. John, N. B.
Prairie Provinces: Harry F. Moulden & Son, Confederation Life Bldg., Winnipeg, Man.
British Columbia: Ames Bros., Welton Block, 325 Howe St., Vancouver, B. C.

*If interested tear out this page and place with letters to be answered.*

***Roofing Papers***
***Sheathing Papers***
***Roofing Felts***
**Made in Canada**

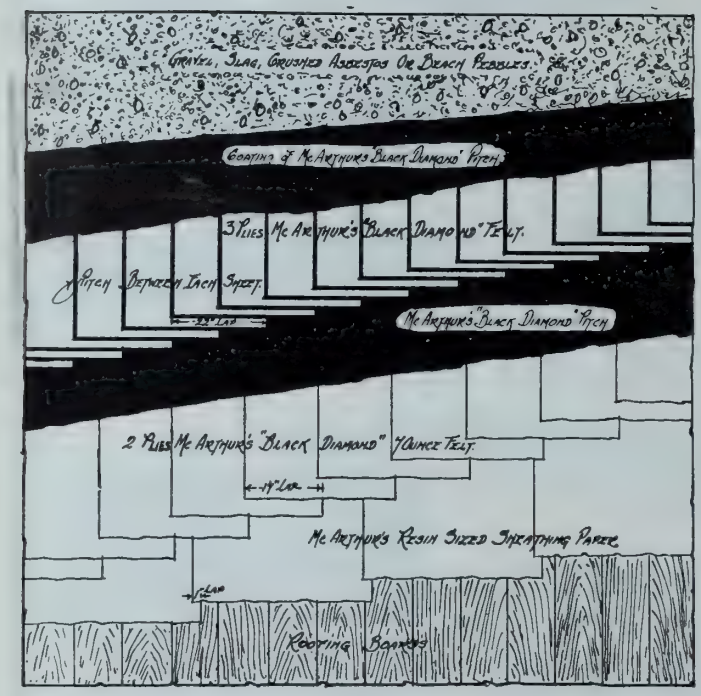



**Diagram showing construction of a McArthur's Guaranteed Roof**

## The McArthur Co. Guarantee

Alex. McArthur & Cos.' "Black Diamond" Brand Felt has been a standard of Quality in Canada for 40 years. We guarantee this Felt against any defect in its manufacture and if the above construction is carried out in a proper manner it will result in a perfectly satisfactory and water-tight roof.

**BLACK DIAMOND BRAND**

**TARRED FELT**

# Alex. McArthur Co.

# Roofing Felts and Papers

The Alex. McArthur Company, Limited, are manufacturers of Dry or Untarred Sheathing, Tarred Sheathing, White Sheathing, Resin Sized Blue Sheathing, Fibre White or Grey Sheathing, Carpet Felt, Slaters' Felt, 2 and 3-ply Ready Roofing, Tarred Felt and Pitch.

40 years' experience has shown that nothing stands the Canadian climate as well as our Tarred Felts and 2 and 3-ply Ready Roofing. Only the best material and honest workmanship is used in their manufacture.

40 years' of successful use in service, by consumers all over the Dominion, is pretty good evidence that these reliable roofing products will sell for the merchant. Their satisfactory service in use, proved by that best of all tests, time, is assurance to hardwaremen of satisfied customers and lasting, permanent trade.

For detailed information write

# Alex. McArthur Co.

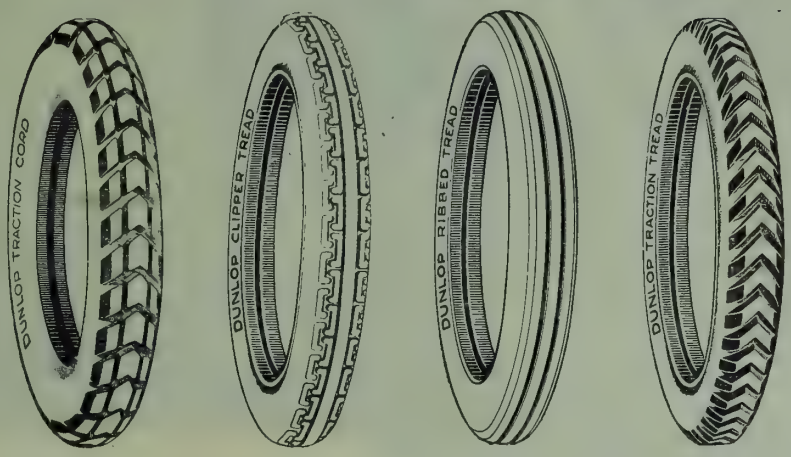
**Limited**

**82 McGill Street**

**MONTREAL**

# DUNLOP

## Dunlop Big Mileage 30 x 3½ Tires




Dunlop Big Mileage 30 x 3½ Tires

Every one of the tires shown above is made of the best fabric it is possible to buy—"Egyptian" cotton. They also contain the same quality of rubber friction—the wonderful wear-resisting tread—and, in every other respect, are similar except in size, to larger **DUNLOP TIRES.**

Many cheap 30x3½ Tires contain "Peeler" Cotton and other shoddy materials which might be compared to the shoddy used in cheap clothes.

When you think of Dunlop 30x3½ Tires, think of them as comparing, not only with Dunlop larger sizes, but with high-grade woollen clothes—from which you get lasting value.

**DUNLOP FABRIC TIRES** are manufactured by a special mileage-making process. This process places **DUNLOP FABRIC TIRES** far beyond all competitors by adding an average of 20 per cent more mileage.

Present-day **DUNLOP FABRIC TIRES** have perfect shape and balance, stronger side-walls to resist curb and rut abuse and rim cutting; have wear-resisting anti-skid treads; special wear-longer fabric treatment; larger air-chamber; greater resiliency, etc.

That means that every user of a "Briscoe," "Chevrolet," "Ford," "Gray-Dort," "Maxwell" or "Overland" car, or any other car taking 30x3½ tires, has available at the new low prices **DUNLOP FABRIC TIRES** made in such a way as to give mileage to a degree heretofore unknown.

When you can obtain high-grade 30x3½ Tires, made by **DUNLOP,** carrying practically an unlimited guarantee as to workmanship and materials—and at such low prices—why take a chance on shoddy or "built-down-to-a-price" 30x3½ Tires?

When you buy **DUNLOP** 30x3½ Tires you do so knowing that you are getting the best 30x3½ that long experience can produce.

Be watchful of the seller who offers you big discounts from fictitious price lists of tires manufactured by practically unknown makers!

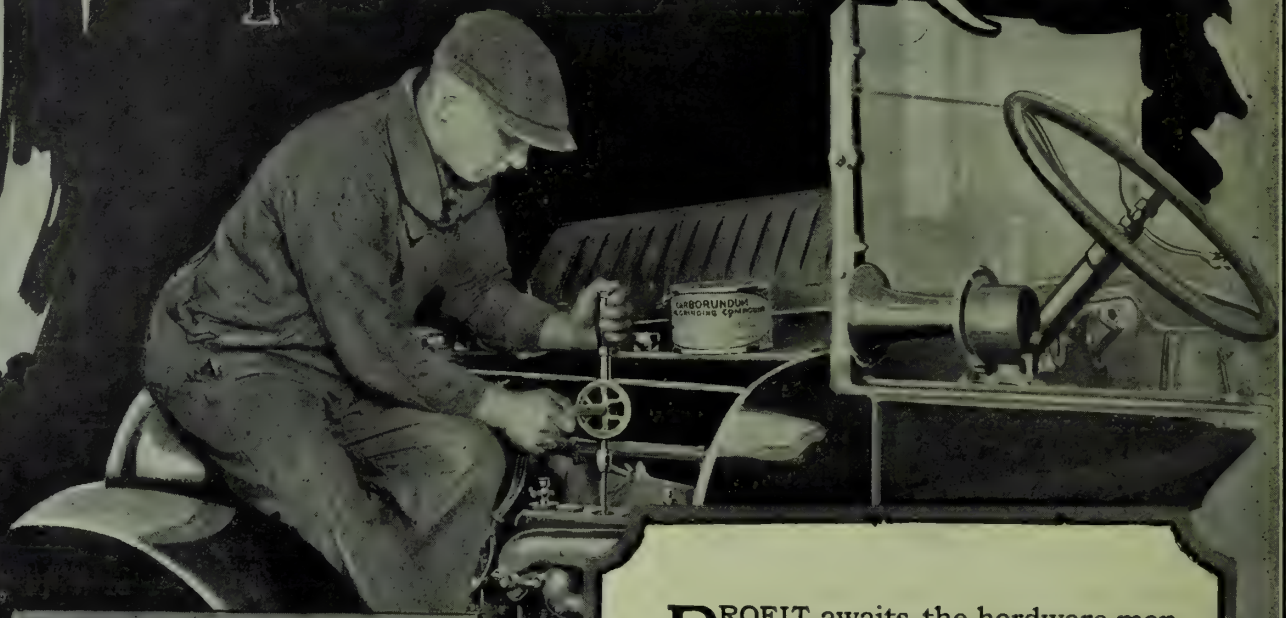
Stick to a reliable-made tire like **DUNLOP,** obtainable from garages and dealers everywhere in Canada—the tire preponderatingly accepted by car-makers as original equipment—and which thousands of testimonials show has created a new era in long and continuous service on the road.

**DUNLOP TIRE & RUBBER GOODS CO.,**
**LIMITED**

**Head Office and Factories : Toronto - Branches in the Leading Cities**

*If interested tear out this page and place with letters to be answered.*

# CARBORUNDUM IN THE GARAGE



PROFIT awaits the hardware man who develops a Carborundum business among the garages. Every garage has use for all of these Carborundum Products—

Carborundum Valve Grinding Compound for grinding all motor engine valves.

Carborundum and Aloxite Grinding Wheels for grinding tools, parts, fittings—

Aloxite Cloth for the general finishing of metals—

Carborundum Niagara Grinders for a hundred and one grinding jobs.

And right now, in the midst of the winter repair season, is the time to develop this business.

*Would you be interested in our helping by sending your garage customers samples of Carborundum Compound and Aloxite Cloth?*

■

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

*If interested tear out this page and place with letters to be answered.*

**FREE DISPLAY CARD**

This attractive card measures 15″ wide x 22″ deep and is supported on a 16″ easel, so that it will stand erect on counters, show cases and window ledges. A hanger is also attached to admit of prominent display on walls or in windows. This display poster is handsomely designed in four colors. It is available to all dealers who give Imperial Polarine Crank-Case Service and desire to take advantage of this excellent method of pushing it.

# *The Sign of a Bigger Business—*

***Trade attracted to Dealers who give Imperial Polarine Crank-Case Service***

The average motorist is fast realizing the importance of crank-case cleaning service. His instruction book emphasizes the frequent need for it and the added service and efficiency that he will realize from "clean oil in a clean engine."

But crank-case cleaning is a dirty job, and one the motorist would prefer to turn over to an expert. The dealer who is able to offer him this service is in line for his entire automotive business.

Establish Imperial Polarine Crank-Case Service. It is a direct route to most of the oil business in your territory, and a big drawing card for your other lines.

The Imperial Oil Salesman will be glad to give you pointers on Imperial Polarine Crank-Case Service. He will also see that you are supplied with the attractive poster shown above, and free electrotypes which enable dealers to advertise this service direct to their trade. See the Imperial Oil man to-day.

## IMPERIAL OIL LIMITED

**Branches in All Cities**

*If interested tear out this page and place with letters to be answered.*

MADE IN CANADA

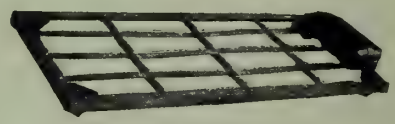
# CHATCO RELIABLE PARTS

## and Accessories

***Ask for complete catalogue***

**"CHATCO" HANDY GARAGE JACK**

all malleable, very strong, a great time saver in every garage, weight 20 lbs., length 48″.
List Price ..... 12.00



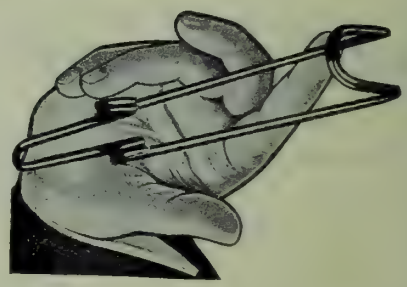
**"CHATCO" ALL STEEL CREEPERS**

made in two sizes, good roller bearing castors.

| | | | |
|---|---|---|---|
| No. 1 | 12 x 36 | List Price | 4.00 |
| No. 2 | 14 x 36 | " | 5.00 |
| No. 3 | 14 x 36 with brake | " | 6.00 |

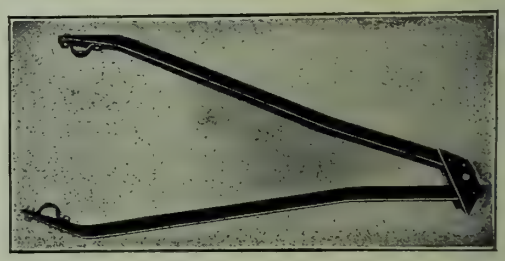
**"CHATCO" DUPLEX RIM TOOL**

all steel indestructible, will contract or expand any rim, also Ford truck rim, very handy, easy to operate.
List Price ..... 9.00



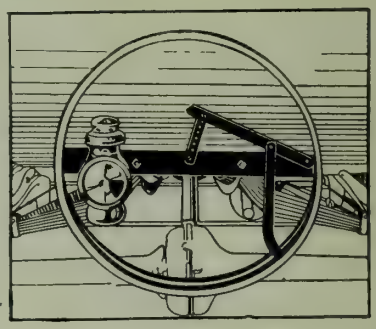
**"CHATCO" ANTI-RATTLER SPRINGS**

three sizes, seven springs in complete set in carton, worth $25.00 on any Ford car. Money back guarantee.
List Price per set ..... 1.25



**"CHATCO" ANGLE AUXILIARY RADIUS RODS**

safety support for every Ford car, very strong, easily applied.
No. 18 for 1918 and former cars
List Price ..... 1.60
No. 20 for 1919 and later cars
List Price ..... 2.60



**"CHATCO" KING and QUEEN TIRE CARRIERS**

for Ford and Chevrolet—King Carrier for all 30″ Clincher Tires; Queen Carrier for all Demountable Tires; great reduction in price; sole manufacturers and distributors.
List Price ..... 3.00

***Ask Your Jobber for these Lines***

## Chatham Malleable & Steel Mfg. Co.

**Chatham, Ont.**

**R. R. Sutherland, Western representative, Winnipeg.**
**Richardson & Bureau, Eastern " Montreal.**

# Aids to Comfort, Efficiency, Safety

*For the Motorist—*

## MINUTE GRABS

***(Canadian Patent Allowed 1921)***

Here is a handy emergency chain that should be in every motor tool-box. For Minute Grabs can be adjusted "in a minute"—they are simply buckled around the tire and felly. Minute Grabs make it possible to get out of a mud hole or up a slippery hill without having to jack up the car and put on permanent chains! They are a wonderful advantage, no matter what other chains are used—in the absence of other chains, Minute Grabs are *essential.*

***Made in 2 Sizes:***

No. 1, for 3½ and 4 inch tires, Retail price per pair ..... **$4.00**

No. 2, for 4½ and 5 inch tires, Retail price per pair ..... **$4.50**

*For the Truck Owner—*

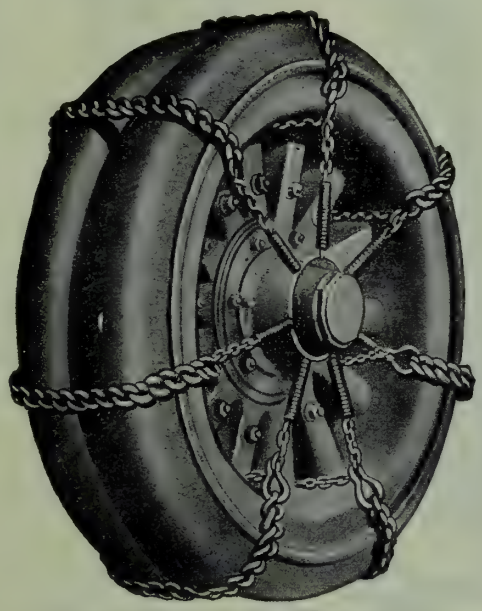
## BULL-DOG CHAINS

***(Patented June 25, 1918)***

**"The Traction Chain with all the troubles left out".**

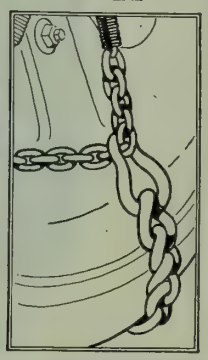
Bull Dog Chains *could* not tangle in the brakes or shear a jackshaft—even if they *did* break—for the springs on centre ring (an exclusive feature) would throw them out of proximity to these vital parts. Bull Dog Chains are designed to *help* the truck, not *hurt* it. You'll appreciate these other points:—

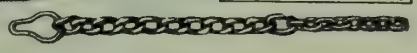
1. No. hooks, lugs, clamps, or tools required—a full set can be adjusted solely with the hands in five minutes' time, and taken off in less.
2. Unit construction.—A series of flat, broad chains locking securely with a triangle grab link. You put on the number needed only.
3. Centre ring with springs.—The tension on these live springs allows enough slack for the chain to slip along the tire and distribute the
4. Built to a standard that recognizes wear and strength as the first test of quality.
5. Adapted to 99% of the trucks made. Can be used on any type tire—solid or pneumatic.



Bull-Dog Truck Chains for Single or Dual Tires

The Principle of the "Grab Link"





A Single Unit

You'll find Bull-Dogs doing heavy duty under the most trying load and road conditions for leading firms all over Canada.

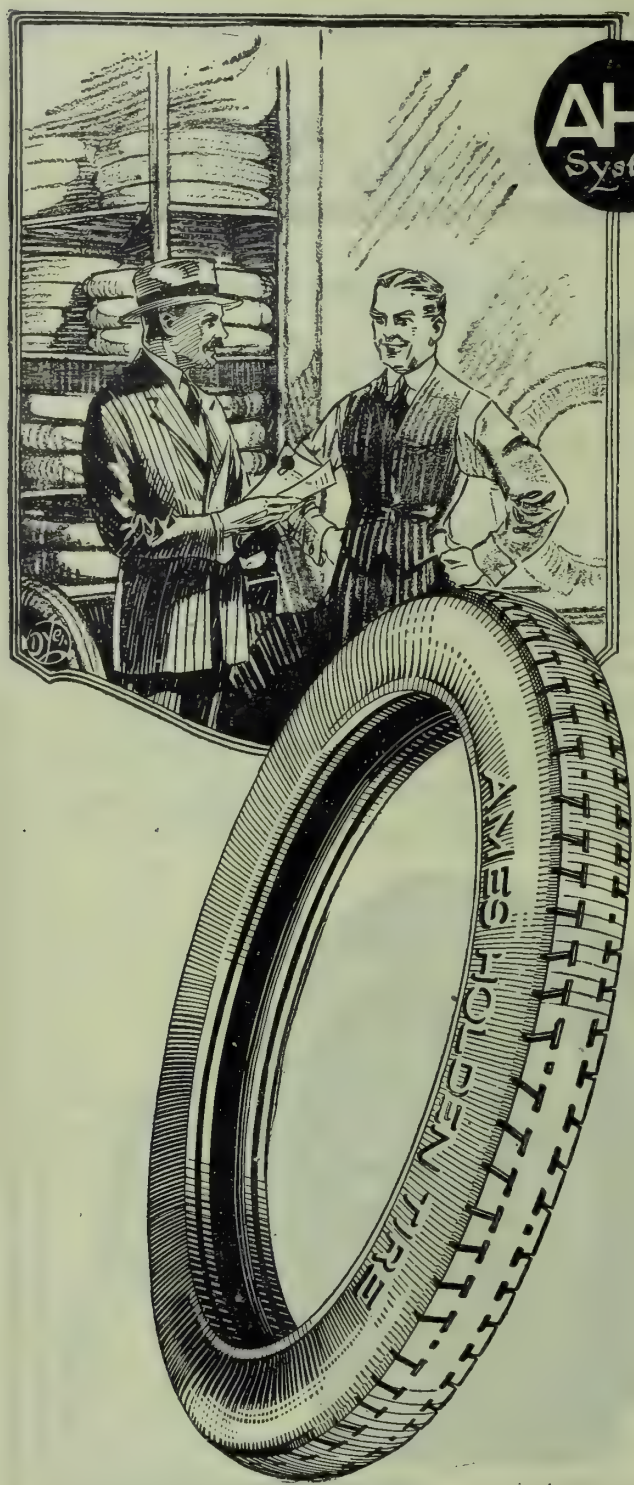
# GOO & PATRICK, LIMITED

**97 Jarvis Street** **TORONTO** **Sole Distributors**

(Adelaide 5157)

**DEALERS AND OTHERS INTERESTED--When you are visiting the Exhibition, make it a Point to see these products demonstrated at our booth, Number 28, in Automobile Supply Building.**

*If interested tear out this page and place with letters to be answered.*




*Ames Holden*
*"Grey Sox" and "Red Sox" Tubes add to the mileage given by "Auto-Shoes"*

AHM System

# Will They Beat A Pathway?

Some business experts say that the old maxim, "Make good things, and customers will beat a pathway to your door," does not hold good to-day.

Maybe it doesn't. But then consider these facts:

Ames Holden "AUTO-SHOES" are comparatively new. They haven't been extensively advertised. They have had to elbow a way through hosts of competitors.

However, when the first sales were made the result was like starting snowballs downhill—they gathered in new sales as they went. Men who find a good thing simply can't help talking about it.

Now clean advertising and wide distribution are lending impetus to the sales growth of Ames Holden "AUTO-SHOES"—adding force to the great influence of enthusiastic users, talking "AUTO-SHOE" performance wherever mileage is the topic.

And sales results to date show that "customers are beating a pathway" to the doors of our dealers—from one end of Canada to the other.

Apart from the matter of sales, our dealer policy considers you very largely. Let us tell you about it. Write.

## AMES HOLDEN "AUTO-SHOES"

**CORD AND FABRIC TIRES IN ALL STANDARD SIZES**

# AMES HOLDEN McCREADY, Limited

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, London, Winnipeg
Regina, Saskatoon, Edmonton, Calgary, Vancouver.

# Our Guarantee Has No Time or Mileage Limits

*If interested tear out this page and place with letters to be answered.*

# It's the Spark That Moves the Motor

# Goliath

**"Built for Endurance"**

## A Quality Plug

THE fitness of the Spark Plug for its work, the ability of the plug to energise the gas mixture completely, developing maximum power at every stroke of the piston, is what determines the measure of engine power and the quick or sluggish response to the Accelerator.

The Goliath Plug "won its spurs" through giving unfailing satisfaction. The shell is of heavy blued steel; firing points are of meteor wire. The porcelain, designed for super-strength at points of greatest strain, is made of the finest Cornish Kaolin hardened to rock-like strength.

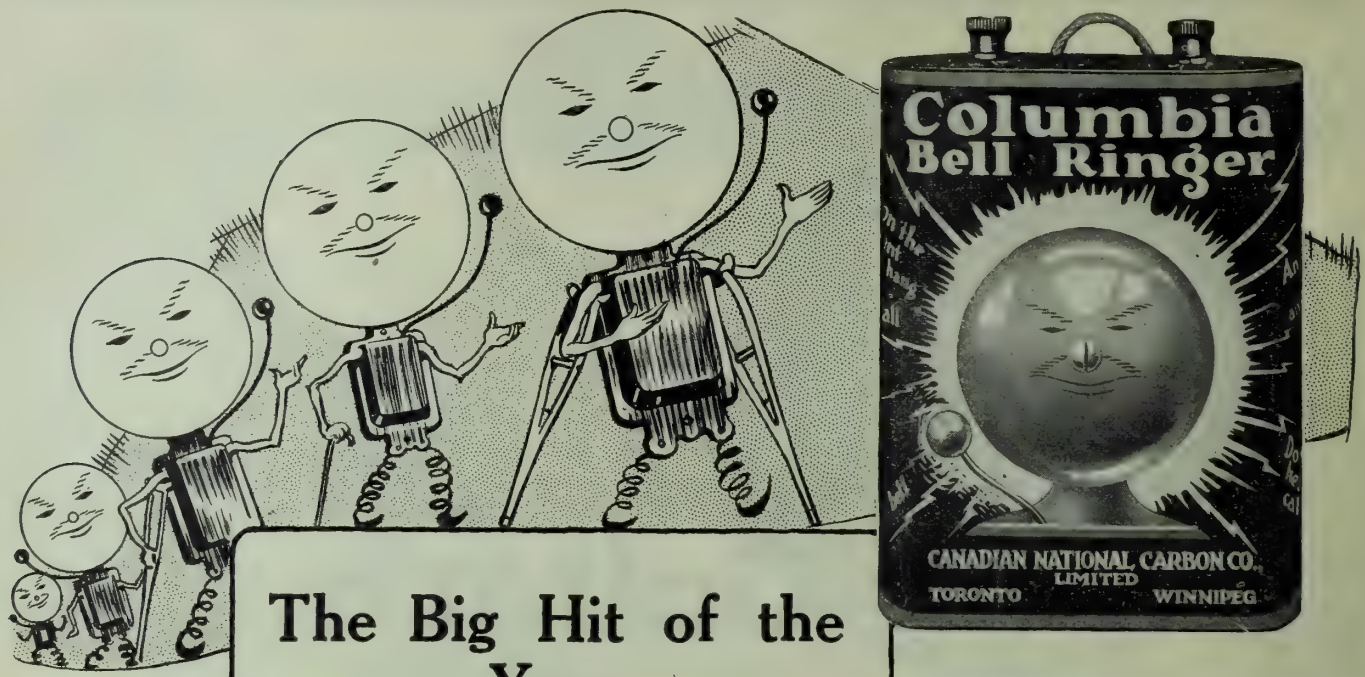
*For Ford Cars, the Goliath is without an equal*

## Canadian General Electric Co., Limited

**HEAD OFFICE TORONTO**

**Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.**

*If interested tear out this page and place with letters to be answered.*




# The Big Hit of the Year

The Columbia Bell Ringer is making bells ring everywhere.

In Private Homes,
Apartment Houses,
Factories,
Stores,
Offices,

wherever door bells, annunciators, private telephones burglar alarms and servants signal bell systems are used, the Columbia Bell Ringer provides the power that makes bells ring out loud and clear.

This handy two-cell power bell ringer with only two binding posts is the simplest, handiest and most convenient bell ringer you can sell.

The cheery attractive label takes the Bell Ringer out of the ordinary dry cell class and makes it a splendid display feature for your window or counter. It retails at an attractive price and the profit to you is satisfactory too.

Order in dozen lots through your jobber—

**Canadian National Carbon Co.**
**Limited**
**Toronto - Winnipeg**

Other members of the Columbia family

# Columbia Dry Batteries

*—they last longer*

*If interested tear out this page and place with letters to be answered.*

# *Be Ready - Do It Now*

## RICE LAKE CANOES

**These justly famous water craft are now being manufactured in larger quantities in our new and well equipped factory in Cobourg.**

**You will note that to our line of Canoes and Canoe Accessories we have added the manufacture of a full line of Boats.**

**Now is the time to make arrangements for an agency for 1922.**

**Cedar Canoes** — **Motor Boats**
**Basswood Canoes** — **Skiffs**
**Canvas Covered Canoes - Outboard Motor Boats - Dinghies**
**Canoe and Motor Boat Accessories.**

***Announcing the Completion of Facilities to Supply***

***HOCKEY STICKS, TOBOGGANS & SKIS***

Leading sport authorities agree that in design—materials and workmanship we have produced leaders and they will soon take their place as such with the trade. We are now ready to place agencies. Link up with our selling efforts—Advertising—Demonstrations—Literature— We **WANT ONLY** aggressive agents.

**Write for Prices and other Information**

***The Rice Lake line of outdoor sporting equipment of known quality, approved design, and the highest standard of excellence will make your store a leader.***

# Rice Lake Canoe Co., Limited

**COBOURG - ONTARIO**

**TORONTO EXHIBITION**
**Our Display will be**
**S. E. Corner Under Grandstand**

*If interested tear out this page and place with letters to be answered.*

# LANE'S UNIQUE TOOLS

## Unique Universal Socket Wrench Set

**Style "C" Set**

This is the handiest combination of Socket Wrenches conceivable. This set consists of a Lane Unique Ratchet Wrench, an 11" Sliding-T Handle Socket Wrench, Universal Joint, Adapter Pin, eight unique, machine-made, broached, steel sockets, **hexagon** openings from 7/16" to ⅞", and six unique, machine-made steel sockets with **square** openings from ¼" to 9/16" by sixteenths. The hexagon sockets in this set are the same as those in the Style "B" set.

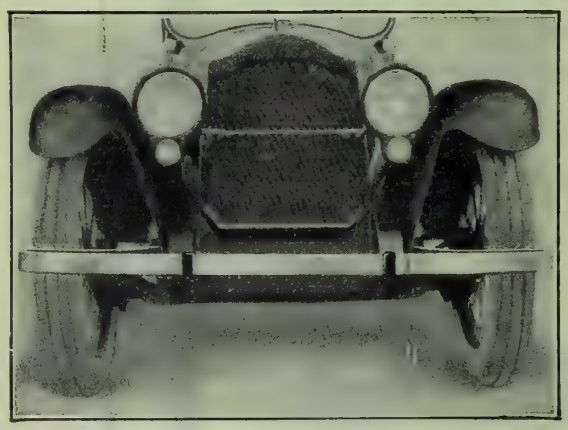
This combination is useful to both mechanics and car owners, and makes a gratifying volume of sales in the hardware store. Ratchet Wrench, Tee Handle Wrench, and Flexible Wrench for the usual run of hexagon and square screws and nuts as found on automobiles and machines.

Point out to your customers that separate wrenches to accomplish the same purposes would cost ten times as much. These sell as well as the well-known pioneer Unique Ratchet Wrench Set Line.

*Manufactured by*

**Will B. Lane Unique Tool Co.**

**170 W. Randolph St., Chicago, Ill.**



## The Choice of Exacting Motorists

The most exacting motorist - the crank - who once uses LYON SPRING BUMPERS is a hustling booster for your store. When a hard-to-please customer becomes enthusiastic about a bumper there is a good reason for it.

## Lyon Spring Bumper

is the most efficient car bumper made. Its resiliency will absorb any jolts experienced in congested traffic, as well as dangerous collision impact. It is the **only** bumper that can be repeatedly bumped without becoming a shapeless mass. Will fit any car.

## Profitable to Handle? Yes!

and every car in your district, whether old or new, should be equipped with bumpers, both back and front. Dealers who overlook the rear bumper business are missing the chance to double their sales.

**Write for our new catalogue, prices and dealer helps.**

**B. J. COGHLIN CO, LIMITED, MONTREAL**

# ST. MARYS

## Hockey Sticks of Special Elm

These are beautiful Sticks, both in the handsome appearance that attracts the first favorable attention of your hockey customers, and in the admirable workmanship and superior, selected materials. They are all made of selected, high-quality elm. They are perfect in shape, hang and balance.

We scarcely need point out the importance of jobbers ordering their requirements for Fall and merchants booking their orders now.

### Hickory Tool Handles

Made from the best Canadian Hickory for Axe, Pick, Sledge and small hammer handles. Quality, Shape and Finish unexcelled. They *look well, sell well and last well.* If your jobber does not handle our goods, please write direct.

## St. Marys Wood Specialty Co.,

**Limited**

**St. Marys, Ontario**

*If interested tear out this page and place with letters to be answered.*

# PARKER'S CLEANING IMPLEMENTS

**Will make gun cleaning easy for the sportsmen in your locality.**

The Flexible Steel Wire Barrel Scourer and Celluloid Cleaning Rod are illustrated. Below are a list of some of the other attractive and profitable "Shooters" goods we carry in stock.

**Safetipaste**
**Telescopes**
**Never Nickel**
**Motty Paste**
**Dead Black**
**Recoil Pads**
**Sling Straps**
**Gun and Rifle Cases**
**Barrel Gauges**
**Shot Gun Cleaning Rods (3 pieces)**
**Rifle Cleaning Rods**

*There is always a demand for Parker's Goods.*

*Write for complete list and prices.*

**Birmingham Small Arms Company, Ltd., England**

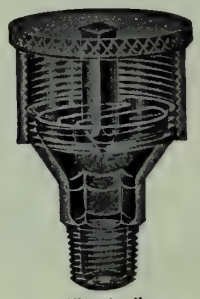
# FRASER COMPANY

**No. 10 Hospital Street** **Montreal, Canada**

***Production Equipment Co., Union Square, New York***
**In Stock at Montreal**

**Pressed Steel and Brass Grease Cups**
**Oil Hole Covers and Oil Cups**
**Spring Shackle Bolts**
**Brass Pattern Makers' Dowel Pins**

"Oil Cup"



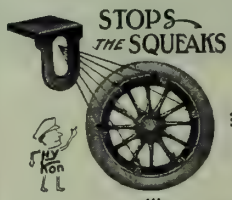
"Ratchet"

"D"

"M"

**Catalogues and Prices Sent Upon Application**

**The CANADIAN WINKLEY CO., Ltd.**
**WINDSOR**




# Stops the Squeaks

## Hold-Tight Wedge Plates

Weight and Shock cause sags under wedges. Then the bolts fail to tighten. An annoying squeak results. This inexpensive, simple, easily applied Wedge Plate will stop the noise and hold the rim tight. It is guaranteed.

**Saves the Chain - - Saves the Tire**
**LIBERTY CHAIN EQUALIZER**

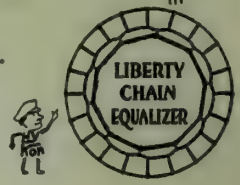
Prevents "Chain striking" and other noises. There is equal spring tension at all points, allowing free movement of chain around tire. It saves the tire from chain bruise.

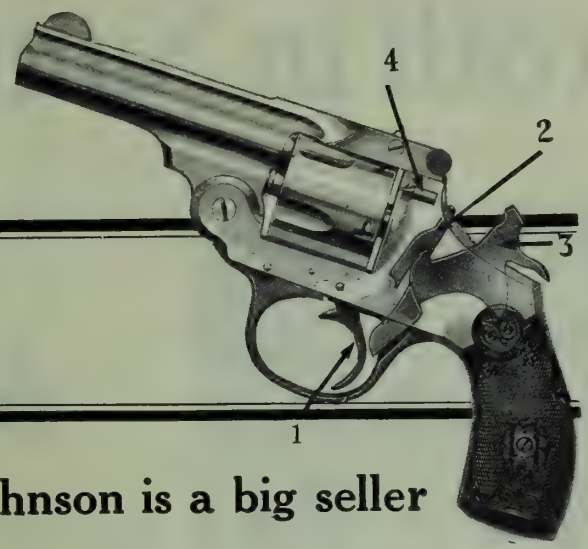
It is an Endless Coil Spring with Ten Hooks. Highest Grade, Black Oil Tempered Spring Wire is used, insuring sufficient resiliency and durability.

The Equalizer has a Black Enamel, Baked-on Finish

One Set of Two Packed in each box. Made in three sizes for all size wheels.

**REN**
**Automotive Supply Mfg. Co.**
**Preston, Ontario**






# It's Safe—

## that's why the Iver Johnson is a big seller

The only way to discharge an Iver Johnson is by a deliberate pull of the trigger (1), this action raises the lifter (2), which forces hammer (3) to cocking position. When lifter is at its height the hammer covers the firing-pin (4). At this position the hammer is released, striking the lifter, which in turn strikes the firing pin, driving it into the cartridge. On an Iver Johnson the hammer never touches the firing pin.

No impact can force the hammer against the firing-pin—thus the world-famous slogan "Hammer the Hammer."

Piano-wire heat treated springs, with none of the breaking tendencies of flat springs, keep the Iver Johnson always ready for use.

Write for firearms catalog "A" and complete dealer information. If interested, ask also for literature on bicycles, "B"; and motorcycles, "C".

**IVER JOHNSON'S ARMS & CYCLE WORKS**
**302 River Street, Fitchburg, Mass.**
**99 Chambers St., New York 717 Market St., San Francisco**

Stock the entire line so that you can supply the exact model to fit each individual preference. 22, 32, 32 special and 38 calibers. Hammer and Hammerless models. Regular, Perfect Rubber, and Western Walnut grips.
Why not stock Iver Johnson Champion Single and Double Barrel Shotguns, too? They combine accuracy and dependability and are moderately priced. Cash in on the entire Iver Johnson line of firearms.

1871 — 1921
FIFTIETH ANNIVERSARY

***"THE SAFE REVOLVER TO SELL"***

*32 Calibre Hammer Western Walnut Grip.*

*32 Calibre Hammer Perfect Rubber Grip*

*32 Calibre Hammerless Regular Grip*

*32 Calibre Hammerless Perfect Rubber Grip.*

*If interested tear out this page and place with letters to be answered.*

# Profit in Summer Trade

Attractive counter display with all orders.

*Complete color card sent upon request. Ask for special catalogue "New Cars for Old."*

## WITH AD-EL-ITE

T.M. REG. U.S. PAT. OFF.

## AUTO COLORED VARNISHES

Protecting the outer surface of the motor car is as necessary to quiet running as oil to the mechanism. Auto owners realize this fact. Are you getting their business?

AD-EL-ITE AUTO COLORED VARNISHES form a tough, durable, lustrous, protecting finish on automobile bodies, fenders, lamps, wheels, and gear.

Our concentrated resale service assures jobbers and dealers a quick turnover.

Write today for our famous "T" Puzzle advertisement and proposition.

PAINTS AD-EL-ITE VARNISHES

COPYRIGHT 1916 BY ADAMS & ELTING CO.

## Adams & Elting Co.

**17 Adelaide St. E. TORONTO**

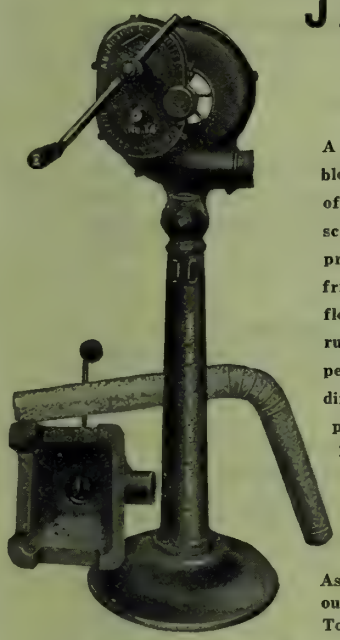
**NEW YORK CHICAGO**

KESTER ROSIN CORE WIRE SOLDER
FLUX IN POCKETS

—a self-fluxing solder for automotive and general work. Fluxing is automatic because flux is in little pockets in the hollow solder wire. In great demand by all solder users; it saves half of the workman's time and gives a strong bond the first time. Easily stocked, one-pound cartons and one, five and ten-pound spools. Write for free sample—investigate this easy-to-sell, easy-to-use easy-to-stock solder. Also makers of Kester Rosin-Core Wire Solder for delicate electrical work.

CHICAGO SOLDER COMPANY
4225 Wrightwood Ave. Chicago, U.S.A.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



JARDINE
Pedestal
Blower

A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball-bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Harris Heavy Pressure
BABBITT METAL

ABSOLUTELY
BEST FOR ALL MACHINERY BEARINGS
Hundreds of tons in use.

THE CANADA METAL CO, Limited
WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulations.

*If interested tear out this page and place with letters to be answered.*

# B.S.A. Twelve Bore Hammerless

## Specifications of this desirable shot gun

**BARRELS—** 30 inches long. Jessop's fluid compressed steel. Lumps formed solid with the barrels. Right: Modified. Left: Full choke or back full choke.

**ACTION—** B.S.A. special pattern (Anson & Deeley type). Sears, tumblers and other action parts of chrome vanadium steel. Body of nickel steel. Top lever. Automatic safety. Double bottom lock. The B.S.A. shot gun action is the strongest in the world.

**FORE-END—** Snap-on type. Nicely checkered.

**STOCK—** Straight hand or half-pistol grip. Nicely checkered. Bend at heel 2 in., at comb 1½ in., length 14¼ in.

**WEIGHT—** About 7¼ lbs.

**BALANCE AND TRIGGER PULL** Specially attended to, to give this B.S.A. Gun the superb handling qualities of the best hand-made gun.

**INTERCHANGEABILITY—** All parts will be strictly interchangeable.

**PROOF AND TESTS—** Every gun is nitro proved at the official proof house and is carefully tested.

## High-class London Gun-making---You'll be Proud to Sell It!

This likeable gun has perfect balance, crisp trigger-pull, wear-resisting power, sweet functioning and beautiful lines.

When your customer swings it up to his shoulder, it "comes up to the bird" easily, surely and quickly. This is because the metal massed around the action and breech for safety is perfectly distributed for balance; the stock length is right and the shape is correct, thanks to skilled designers and shooters.

This gun wins experienced shooters and makes the sales. It has no fancy decoration yet the knowing users of shot-guns make friends with it at once. You cannot offer a better gun.

The Birmingham Small Arms Company, Limited, the famous gun-making establishment that the British Government chose for making the celebrated rifles of the British army, makes this beautiful shot-gun and guarantees it.

### In Stock at Montreal

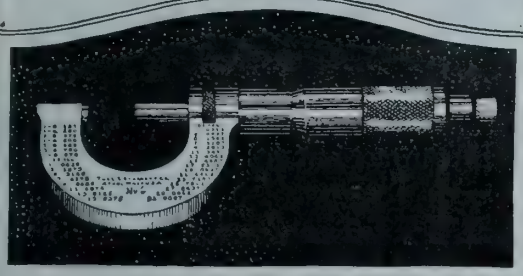
The Birmingham Small Arms Company Ltd., England

## Fraser Company

**10 Hospital St., Montreal, Canada**

**Production Equipment Co., Union Square, New York**

*If interested tear out this page and place with letters to be answered.*



## WHAT TOOLS CAN BE SOLD TO-DAY?

Tools not well established in public confidence are no longer easy to sell.

What tools are being sold are tools of the highest quality—Starrett Tools.

Standard lines— like Starrett Tools—are always in demand. That is why many hardware dealers today more than ever appreciate the permanent value of steadily pushing Starrett Tools.

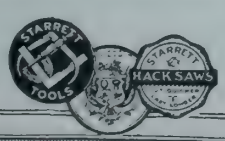
**Write for Catalog No. 22 "MA"**

**The L. S. Starrett Co.**

**The World's Greatest Toolmakers. Manufacturers of Hack Saws Unexcelled.**

**ATHOL, MASS.**

**Starrett Tools**



## A Steady Flow of Files

A steady flow of files will pass through your store bringing you regular profits if you handle one of the five standard brands.

File users know these brands and are sure to ask for one of them. To stock them, therefore, is to sell them.

Specify one of these brands when ordering.

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

# FILES

We carry large reserves, so you can restock quickly from your jobber.

**Made in Canada by:**

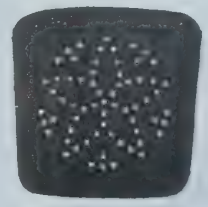
**Nicholson File Company**

**PORT HOPE - ONTARIO**

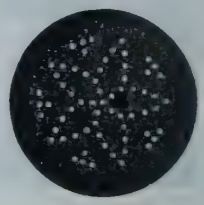
## LIBERAL PROFITS in our Quick Selling Chair and Toilet Seats.

There is always an extra demand too, for chair seats in the FALL months. Sort your stocks up now. Our chair seats are three Ply Veneer and fully guaranteed to with-stand severe weather—well finished and varnished.

### DO YOU SELL TOILET SEATS?



Write for particulars of our "EVERLASTING" 7 and 10 ply Veneer seats. Will not come apart, and will outlast any other on the market.



**Canadian Veneering Company, Incorporated**
ACTON VALE, QUE.

## The "NATIONAL" Line
OF
## GUARANTEED
# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

# OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

## THE NATIONAL FARMING MACHINERY Limited
**Montmagny, Quebec**

# MAPLE LEAF SAWS

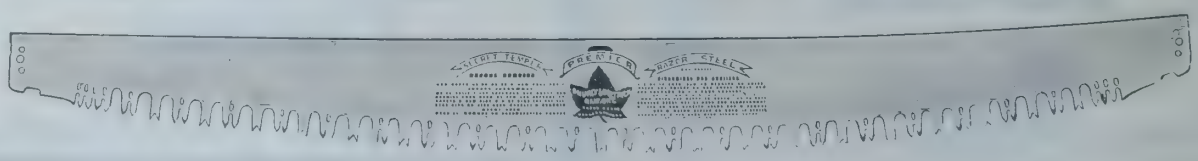
A high quality saw that will meet with approval of your customers wherever displayed. Maple Leaf Saws are the Standard of Canada, both in service to the consumer and sales to the dealer.

The fastest cutting saw made. It has held the record for over 30 years.
Buy Saws made by an all Canadian Firm and all Canadian workmen.

**Premier Cross Cut Saw**

## Shurly-Dietrich Co.
LIMITED
GALT - CANADA

**Built for Service**

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Wrought and Steel Plate

# WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. CO.
Milwaukee, Wis.

## Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

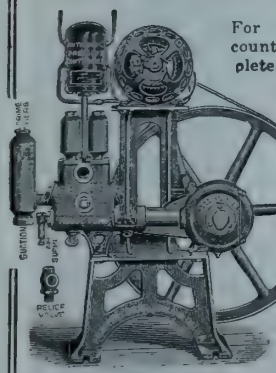
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self - oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

*Manufacturers of*

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

# LONDON

*High Grade*

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

*There's a Daily and a Nightly Need For Padlocks*

# CLARK'S Victory Padlocks

*Make Profitable Sales For Merchants*

Victory padlocks, on our display cards set conspicuously on your counters, will sell themselves.

The cards, printed in four colours, are handsome and will add to the appearance of your store.

Made in Canada

*Try Your Jobber First*

## C. O. Clark & Brother

Montreal Canada

---

Flax, Hemp and Jute

# Twines and Cordage

At Manufacturers' Prices

DOON TWINES D MADE IN CANADA

## Doon Twines Limited

Spinning Mills at Doon and Kitchener

Head Office: Kitchener, Ontario

THE FISHERMAN KNOWS
and looks for the famous ship trade mark that identifies the rope that will best meet his needs,---Plymouth Rope.
You can make no mistake in following the example of this man whose whole life is spent handling rope.
Furnish your customers with that rope value secured only in Plymouth --- The Rope You Can Trust.
PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Can.
INDEPENDENT CORDAGE CO., LIMITED
Canadian Sales Agents.
TORONTO, CAN.
PLYMOUTH
TRADE MARK
1824

# BUSINESS IS GOOD

with the merchant who is handling these goods.

They are made from the best materials, by competent workmen, and are sold at reasonable prices.

**Eureka Post Hole Diggers**
(see illustration).

Wire Stretchers.
Tub Stands.
Ironing Boards.
Curtain Stretchers.
Step-ladder Chairs.
Clothes Driers.
Drive Well Points.
Malleable Silo & Tank Lugs.

These are seasonable goods and profitable for the dealer.

We want your order.

GIVE US A TRIAL.

**Otterville Mfg. Company, Ltd.**
OTTERVILLE, ONTARIO

**An Axe is as Strong as its Handle**

# STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

**J. H. Still Mfg. Company**
ST. THOMAS -:- ONTARIO

# Representative Lines

We do not offer obscure, little-known lines of goods.

Our record and experience in the Canadian hardware market commands the respect, esteem and confidence of leading manufacturers. We are thus able to supply our customers with well-known, dependable lines of goods for which consumer acceptance is already well established.

This coupled with our prompt service and loyal co-operation, results in lowered selling costs and time saving for you, with increased annual net profit.

Distributors for Oak Tires

**Thos. Birkett & Son Co., Limited**
*Shelf and Heavy Wholesale Hardware*
Ottawa, Canada

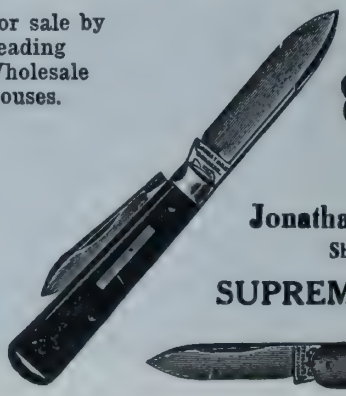
# Fittings Limited

*Manufacturers of Malleable and Cast Iron Pipe Fittings*

Trade Mark
Registered

**Oshawa**

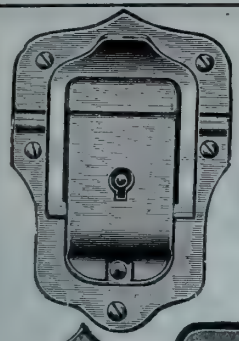
For sale by Leading Wholesale Houses.

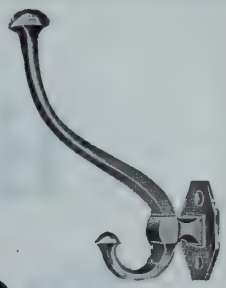


Corporate Mark

Granted 1780.

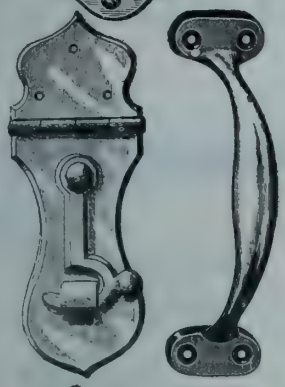
**Jonathan Crookes & Son**
Sheffield, England
**SUPREME CUTLERY**





*A Few of the Good Brainerd Hooks*

# The Brainerd Line

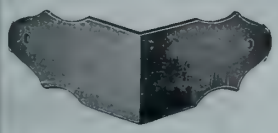


Hinges, Hasps, Corners, Handles, Brackets, Key Checks, Card Holders, Escutcheons, Knobs, Locks, Latches, Catches, Washers, Bolts, Mending Straps, Screen Numbers.

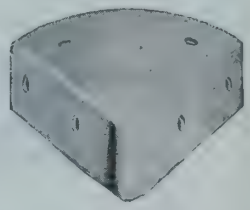
**Refrigerator---Cabinet---Box and Chest---Hardware**

## The Brainerd Mfg. Company

**East Rochester, N.Y.**

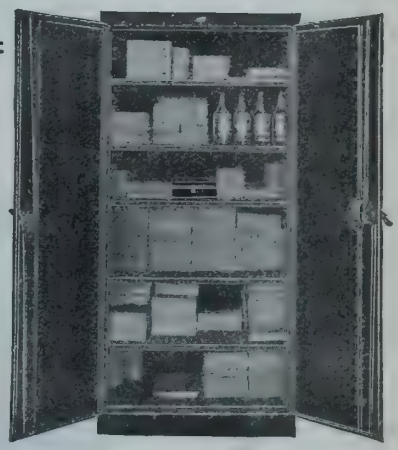


Cuts Shown Are Reduced Size



**We are making Prompt Shipments**

**DENNISTEEL**
*Made in Canada*



# Hardware Dealers!

## This means money to you

If you are a progressive hardware dealer and won't sit back satisfied with a paint and nail trade—you'll be reaching out for bigger business.

Our lines offer an attractive agency proposition. Right in your own district there are plenty of prospects for Denisteel House and Office Safes, Dennisteel Stationery Cabinets, and many other things that we make. Why not handle these lines? Dozens of hardwaremen are increasing their profits by acting as our agents.

*Write for particulars*

*We also make*

Steel Lockers, Steel Shelving, Steel Bins, Steel Lavatory Compartments etc., Ornamental Iron and Bronze, Commercial Wirework of all kinds, General Builders Ironwork, "Boca" Solid Steel Sash.

Halifax Montreal Ottawa Toronto Hamilton
Windsor Winnipeg Calgary Vancouver

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA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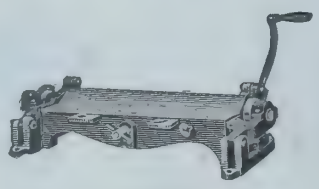
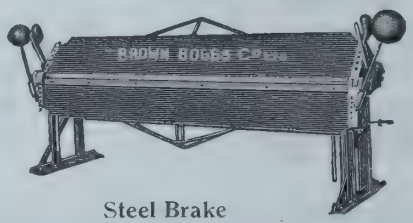
# Brown Boggs

## Sheet Metal Working Tools



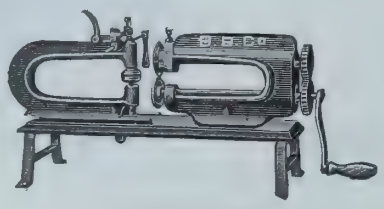
Tin Folder




Steel Brake

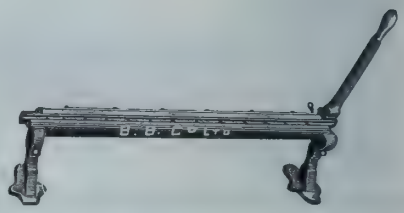
Bending Rolls

## Standard in Canada



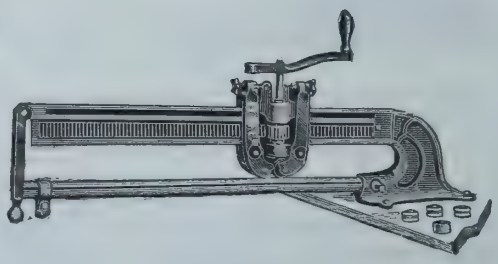
Circular Shear

And Assurance of Greater Production and Lower Costs Wherever Sold and Used.

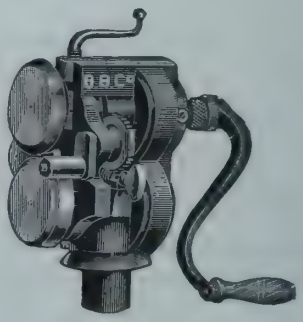


Stove Pipe Folder

Foot Squaring Shear



No. 30—Groover



Wiring Machine

**Be sure and visit our Exhibit at Toronto Exhibition this year**

*Write for Catalogue, Information and Prices*

**The Brown Boggs Company, Limited**
HAMILTON

Manufacturers of
Tinsmiths' and Heavy Sheet Metal Working Machinery
Canning and Evaporating Machinery

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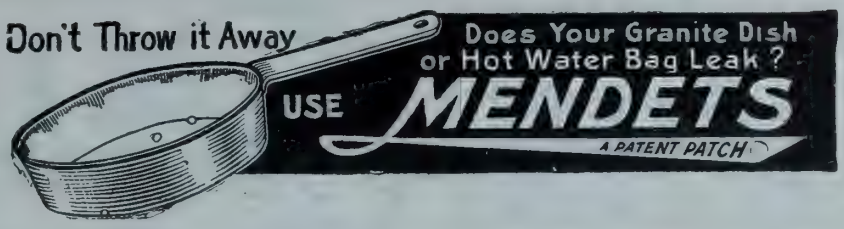
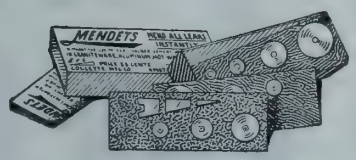
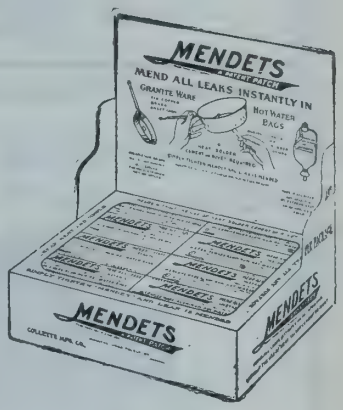



# "-and actually selling by millions of boxes"

## *Are you sharing in the profits?*






Leaking kitchen utensils are so common in almost every home, and so many new ones are springing leaks every day in some household, that the market for Mendets is practically inexhaustible. Good housewives regret seeing a favorite utensil cast aside as useless. If Mendets are brought to their attention they buy—gratefully.

Stedman Bros. Ltd., Brantford, Ont.
The Hanbury Hardware Co. Ltd., Brandon, Man.
J. H. Ashdown Co. Ltd., Calgary, Alta.
Wood, Vallance & Adams, Calgary, Alta.
Fennel & Chandler, Charlottetown, P.E.I.
Rogers Hardware Co., Charlottetown, P.E.I.
Whites Limited, Collingwood, Ont.
Revillon Wholesale Ltd., Edmonton, Alta.
Marshall Wells & Co., Edmonton, Alta.
R. Chestnut & Sons Ltd., Fredericton, N. B.
Bond Hardware Company Ltd., Guelph, Ont.
The Crowell Bros. Ltd., Halifx, N.S.
The A. M. Bell & Co. Ltd., Halifax, N.S.
Wood, Alexander & James, Hamilton, Ont.
W. B. Dalton & Sons, Kingston, Ont.
H. Chown & Company, Kiingston, Ont.
Edwin Chown & Sons, Kingston, Ont.
D. H. Howden & Co. Ltd., London, Ont.
Hobbs Hardware Col Ltd., London, Ont.
The Gowan Hardware Ltd., London, Ont.
Sumner & Co. Ltd., Moncton, N. B.
A. Prud'Homme & Fils, Montreal, Que.
L. H. Herbert & Co., Montreal, Que.
Frotheringham & Workman Ltd., Montreal, Que.
Starke-Seybold Ltd., Montreal, Que.
Caverhill, Learmont & Co. Ltd., Montreal, Que.
Lewis Bros. Ltd., Montreal, Que.
Cunningham Hdwe. Co., New Westminster, B.C.
Thompson & Sutherland, North Sydney, N. S.
The Gray-Harvey Co. Ltd., Ottawa, Ont.
Thos. Birkett & Son Co. Ltd., Ottawa, Ont.
The Kingan Hdwe. Co., Peterboro, Ont.
Lynch, Parker & Plewes, Regina, Sask.
J. H. Ashdown Co. Ltd., Regina, Sask.
Wood Vallance Ltd., Regina, Sask.
The S. Hayward Co. Ltd., St. John, N. B.
The Frank Fales Ltd., St. John, N. B.
W. H. Thorne Co. Ltd., St. John, N.B.
T. M cAvity & Sons Ltd., St. John, N. B.
Brace, McKay & Co. Limited, Summerside, P.E.I.
R. R. Holman Ltd., Summerside, P.E.I.
J. H. Ashdown Co. Ltd., Saskatoon, Sask.
Kennedy Hdwe. Co., Toronto, Ont.
H. S. Howland, & Sons Ltd., Toronto, Ont.
Lyons & Marks, Toronto, Ont.
McLennan, McFeeley & Co. Ltd., Vancouver, B.C.
Wood, Vallance & Leggat, Ltd., Vancouver, B.C.
Martin, Finlayson & Mather, Vancouver, B.C.
F. R. Murray & Co. Ltd., Vancouver, B.C.
E. G. Prior Co. Ltd., Victoria, B.C.
The Thos. Davidson Mfg. Co. Ltd., Winnipeg, Man.
Walter Woods & Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.
Miller-Morse Hdwe Co. Ltd., Winnipeg, Man.
Marshall-Wells Co. Ltd., Winnipeg, Man.
J. H. Ashdown, Co. Ltd., Winnipeg, Man.

# Collette Manufacturing Company

COLLINGWOOD, ONT.

***Your Jobber Has Them***

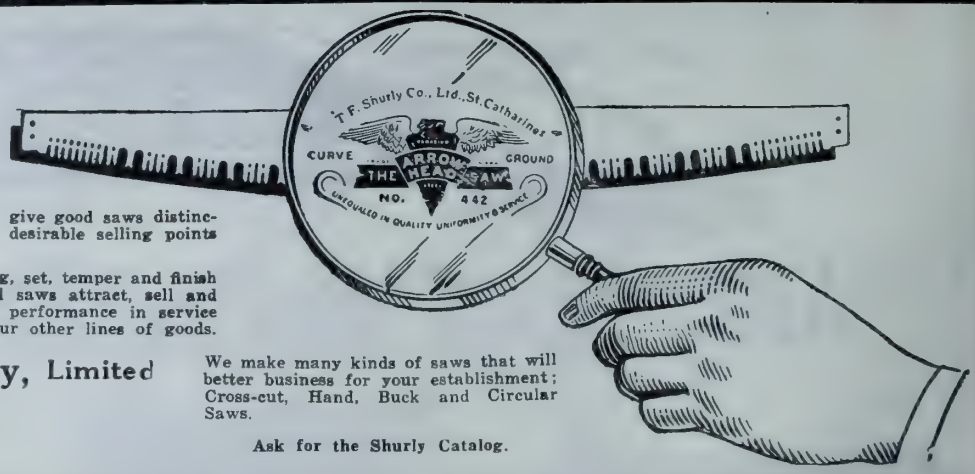
**If interested, tear out this page and place with letters to be answered.**

## Arrowhead Saws

*Vanadium Steel*

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



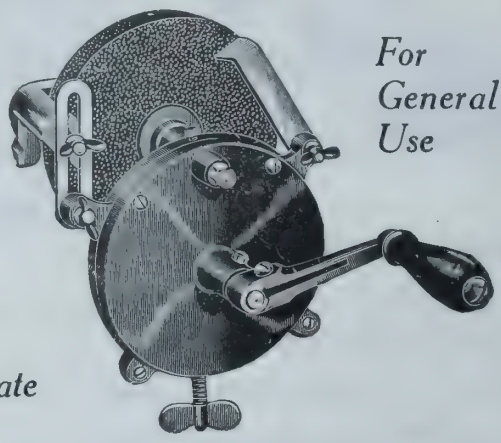

**T. F. Shurly Company, Limited**
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.



## Bull Dog Enclosed Cut Gear Tool Grinders



*For General Use*

*Easy To Operate*

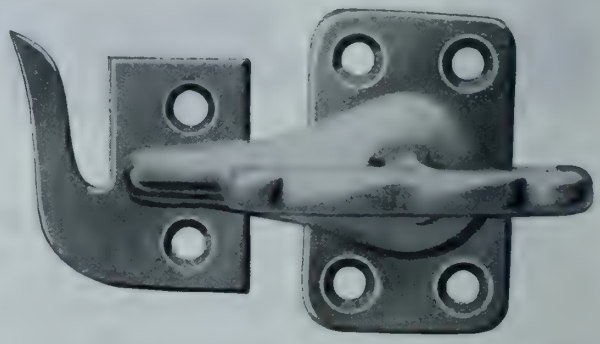
A strongly built grinder for general use. All gears and steel pinions are machine cut, entirely enclosed with dust-proof case. All bearings are properly fitted with oilers to insure ease of operation and long life. Baked black finish, with tool rest, slide and bracket. With Vitrified Corundum Wheel. Made in four sizes.

**Western Hardware Mfg. Co.**
Milwaukee, Wisconsin



## Casement Fastener

No. 200



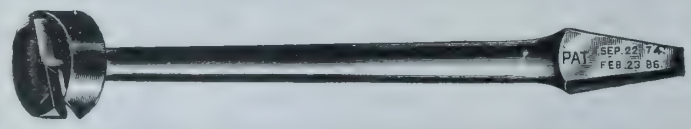
*Used in all Good Homes*

Stratford Builders Hardware is used in all good homes, its handsome finish and design delights customers and brings the dealers many repeat sales.

We manufacture Furniture trimmings of all Kinds: Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjuster, etc.

**The Stratford Brass Company**
Limited
Stratford, Ontario



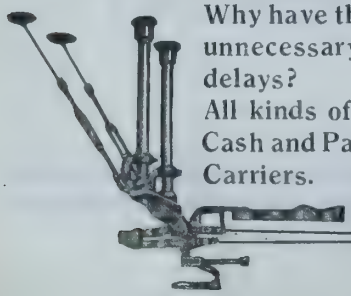



**THE PROGRESSIVE MANUFACTURING CO.**
Torrington, Conn., U.S.A.

## FORSTNER BITS

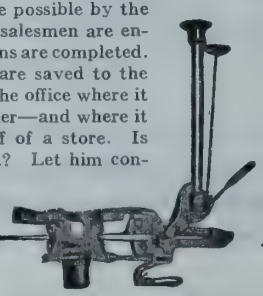
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.





Why have those unnecessary delays?
All kinds of Cash and Parcel Carriers.

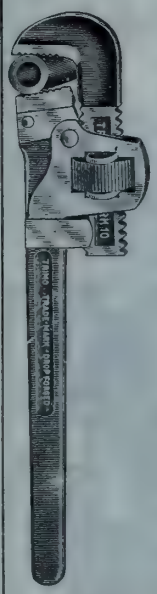
Customers appreciate the feature made possible by the use of our Cash Carriers, viz.—that the salesmen are enabled to remain with them until transactions are completed. Time is saved to them, time and labor are saved to the salesmen, and the money is deposited in the office where it is in the custody of one person—the cashier—and where it is not exposed to the entire selling staff of a store. Is there any profit in this for the merchant? Let him consider it.



**Gipe-Hazard Store Service Co. Ltd.**
113 Sumach St.
TORONTO, ONT.

# TRIMO

## THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.

Pipe Wrench — Nut Wrench

**TRIMONT MFG. COMPANY**
ROXBURY (BOSTON), MASS.
*MANUFACTURERS*

# Bale Ties

NAILS WIRE

## Laidlaw

**In World-Wide Use**

SINGLE LOOP

CROSS HEAD

**The Laidlaw Bale-Tie Co.**
Limited
Hamilton - - Canada

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

## WHAT THE STAR STANDS FOR

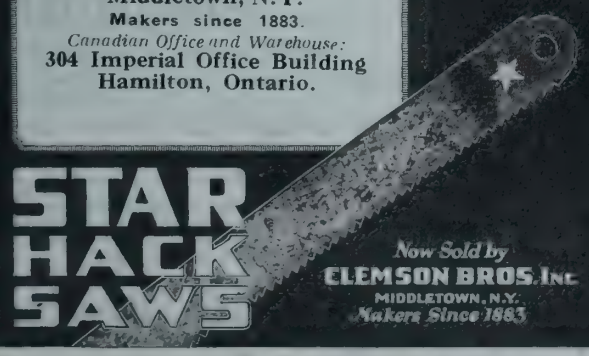
The Star mark on hack saws stands for faster cutting and faster selling in hack saws.

It stands for 35 years of leadership which makes it the best blade for every dealer to carry.

Insist on the genuine.

Star Hack Saws are now sold by Clemson Bros., who have made them since the beginning.

**CLEMSON BROS., Inc.**
Middletown, N.Y.
Makers since 1883.
*Canadian Office and Warehouse:*
304 Imperial Office Building
Hamilton, Ontario.




# Are You Fully Protected?

To adequately protect your business interests you must guard the numerous documents and papers in your office against loss through fire.

A Taylor Safe will provide the security you need.

These safes are scientifically constructed to resist heat. Duration and intensity of fire, or impact from fall need not be considered if it's a Taylor.

**Made in 40 different sizes.**

*Write for quotations.*

**J. & J. Taylor Limited**
Toronto Safe Works, Toronto
Branches: Montreal - Winnipeg - Vancouver

## THE GENDRON MFG. CO., LIMITED

Makers of

# Baby Sleighs
# Boys' and Girls' Sleighs
# Bob Sleighs

*Order now for early delivery*

THE GENDRON MFG. CO., Limited, TORONTO

# Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

**"We Ship While Others Are Thinking About It."**

## Wheeler & Bain

**Toronto, Canada**

# UNIMECO

MADE IN CANADA

# WROUGHT WASHERS

## Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

## Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

*Canadian Agent:*

## F. W. Lamplough & Co. *46 ALEXANDER ST., MONTREAL*

# Black Diamond for Cutting

When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

TRADE MARK

## Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

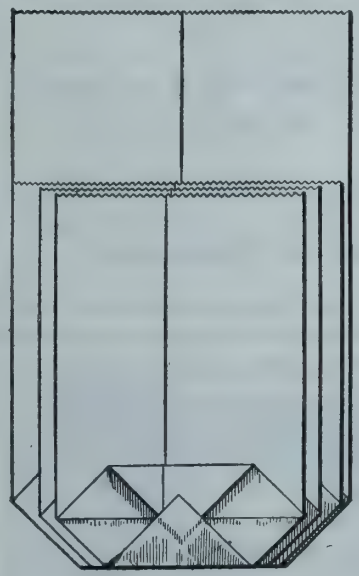
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

**The Parmenter & Bulloch Co., Ltd.**
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

# Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

*Request samples and prices. You will be more than satisfied.*

**The Continental Paper Products, Ltd.**
OTTAWA - CANADA

# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

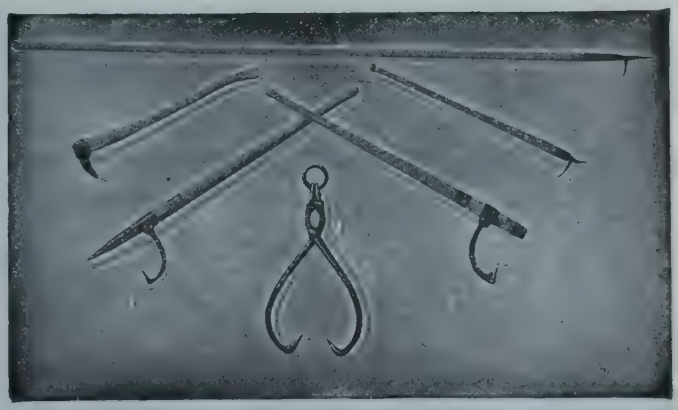
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**
Manufacturers of Lumber Tools
Pembroke Ontario



# JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

## CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

**James Hutton & Company**

MONTREAL

# STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

**The J. R. Sterling Twine Company Limited**

**Walkerton, Ontario**

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

# Stove Mica

**Mica Company of Canada, Limited**

**P.O. Box 156, Hull, Que.**

All sizes of Clear Mica in stock for immediate shipment.

Manufacturers of Mica Insulation.

*Price List on Application*

# "CROWN" METAL SHINGLES

## Securely Locked On All Four Sides

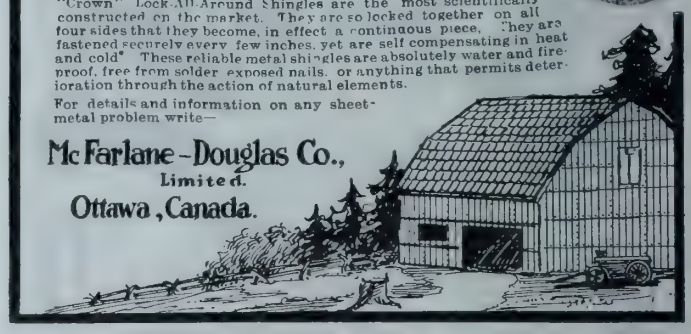
"Crown" Lock-All-Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder exposed nails, or anything that permits deterioration through the action of natural elements.

For details and information on any sheet-metal problem write—

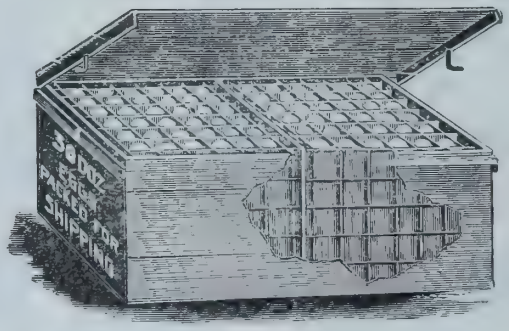
**McFarlane-Douglas Co.,**

**Limited.**

**Ottawa, Canada.**



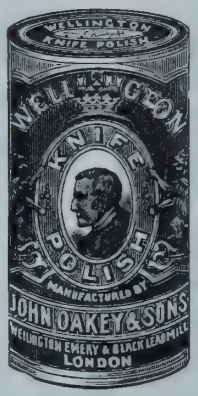
# THE MILLER BROS. CO., LIMITED




**Manufacturers of**

**White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.**

**20-38 DOWD STREET, - MONTREAL, CANADA**




# OAKEY'S

## "WELLINGTON" KNIFE POLISH

**The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.**

**John Oakey & SONS, Ltd.**

**Manufacturers of**

**Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.**

**WELLINGTON MILLS**

**LONDON, S.E.1, ENG.**

**Agents:**

**F. Manley, 147 Bannatyne Ave. East**

**WINNIPEG**

**Sankey and Mason, 839 Beatty St.**

**VANCOUVER**

# WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

## IRON AND STEEL

## HEAVY HARDWARE

MILL SUPPLIES

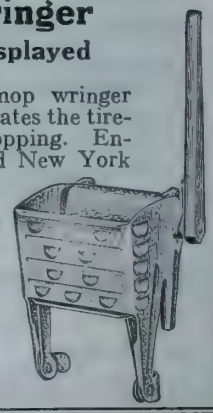
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

# The White Mop Wringer

**Sells Itself Wherever Displayed**

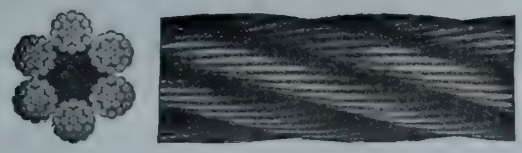
A practical, durable, powerfnl mop wringer that squeezes the mop dry. Eliminates the tiresome and disagreeable part of mopping. Endorsed by Good Housekeeping and New York Tribune Institutes. A welcome help to every housewife and janitor. Thousands in use; lasts for many years. Your jobber's salesman will take your order. Write for circular illustrating full line.



White Mop Wringer Co.

of Canada

## WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady Are you getting your share of this business? We co-operate with you.

***Have you a copy of our Catalogue?***

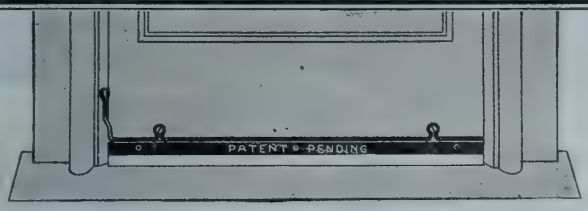
**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

CANADA WIRE & IRON GOODS CO.
HAMILTON

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
**TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER**




**The Automatic Door Strip**

**A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.**

**Atlas Iron, Wire and General Metal Works**

**815 Queen St. West, Toronto. Phone Adel. 3889**

**Manufacturers of**

**Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence. Wire Window Screens; Guards for Machinery Protection.**

**"While we stand still we rust."**

## WIRE WORKING MACHINERY

*of Every Description*

Spring and Wire Coiling Machines, Nail Machines, Staple Machines, Lock Washer Equipment, Flexible Shaft, Tubing and Casing Machines.

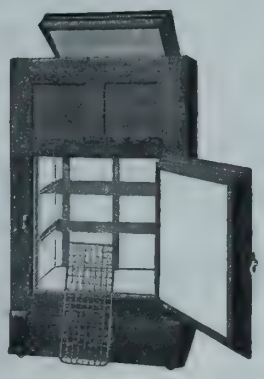
SLEEPER HARTLEY, INC.
WORCESTER, MASS.

## E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

## CUTLERY.



## PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS

**RELIABLE GOODS AND PROMPT SERVICE**
**WRITE FOR INFORMATION**

**Sanderson-Harold Company, Ltd.**
**PARIS, ONTARIO**

# SIMONDS

## CRESCENT GROUND CROSS-CUT SAWS

Simonds Canada Saw Co., Ltd.
"THE SAW MAKERS"

Montreal, Que., St. John, N. B.
Vancouver, B. C.

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

## Sash Weights Wall Washers

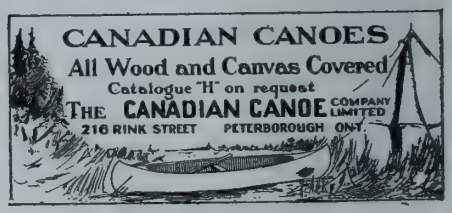
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

## DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.




## "Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

## STERLING

Hack Saw Blades and Machines
*Manufactured by*
**Diamond Saw & Stamping Works**
BUFFALO, N.Y.

## KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72-74 Princess St. Winnipeg

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

## BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

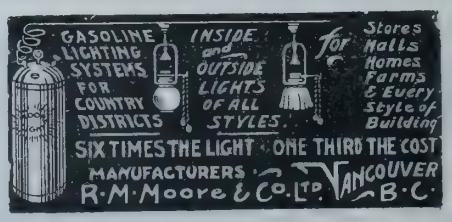
## AUTO ACCESSORIES

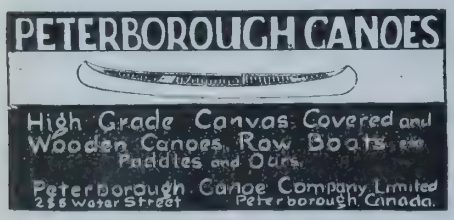
Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

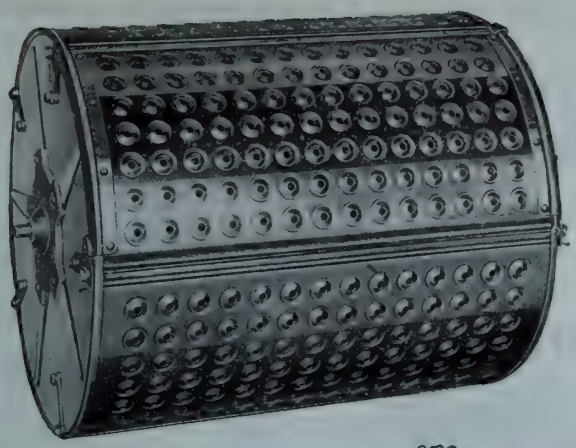
Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.



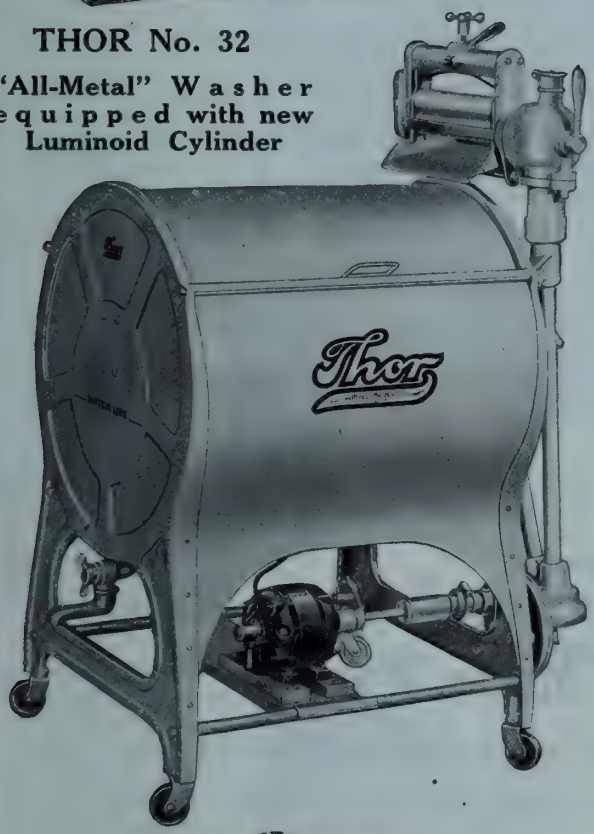

Advertising in Hardware & Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

If interested, tear out this page and place with letters to be answered.



**THOR No. 32**

**"All-Metal" Washer equipped with new Luminoid Cylinder**



**NewTHOR "75" Ironer**

# This crowning feature of THOR supremacy is Swelling THOR Dealer Sales!

This advertisement is nothing less than an announcement of newer, larger PROFIT possibilities for Thor Dealers.

The new Thor Luminoid Cylinder has now made the famous Thor "32" Washer an "all-metal" machine—which means increased user satisfaction—and reduced dealer service cost. The peculiar SMOOTH countersunk-and-beaded construction of the Thor Cylinder leaves absolutely nothing to cause wear on the clothes while operating or handling.

May we call your particular attention to the New Thor 75 Ironer—with the famous OPEN END ROLL, which permits the ironing of collars, cuffs, shirt bands, ruffles and flounces with ease. This feature alone permits you to meet and PASS ironer competition from any source. It is the mark of good merchandising at this time to keep continually before you the fact that EVERY present or prospective owner of a power washer is a logical prospect for a new Thor 75 "Open-End-Roll" Ironer.

Aggressive Canadian dealers are urged to wire or write at once for sales literature on both the Thor Washer and Ironer—together with an explanation of the Thor Sales Plan, discounts and details.

## HURLEY MACHINE CO.

**Limited**

**419 Ryrie Building TORONTO**

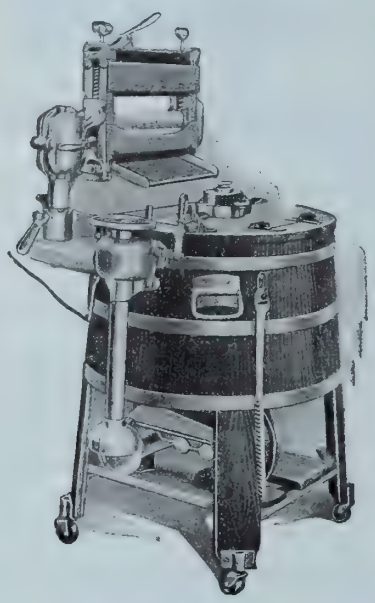
**CHICAGO NEW YORK**

***If THOR co-operation was able to maintain and Profitable Increase Dealer's turnover during the last 10 months***

***What won't it do for Dealers Now?***

*If interested tear out this page and place with letters to be answered.*

# J. H. CONNOR & SON, LTD.



## The Perfection Electric

Extra heavy Cypress Tub, stave leg design and Swinging Wringer, best quality 12-in. rolls Safety device reversible water board Gearing underneath tub and out of the way Machine mounted on full swivel casters

## Connor Low Pressure Water Motor Washer

For service and satisfaction this machine is without a peer. Machines of this model now in use over 12 years and show no signs of wear.

*Write us for new prices on washers —and wringers.*

## J. H. CONNOR & SON, LIMITED

**Ottawa, Ontario**

*Western Office :*
**311 Chambers W.**
**Winnipeg, Man.**

*British Columbia :*
**Address—McPherson Teetzel Co.**
**Vancouver, B.C.**

*If interested tear out this page and place with letters to be answered.*

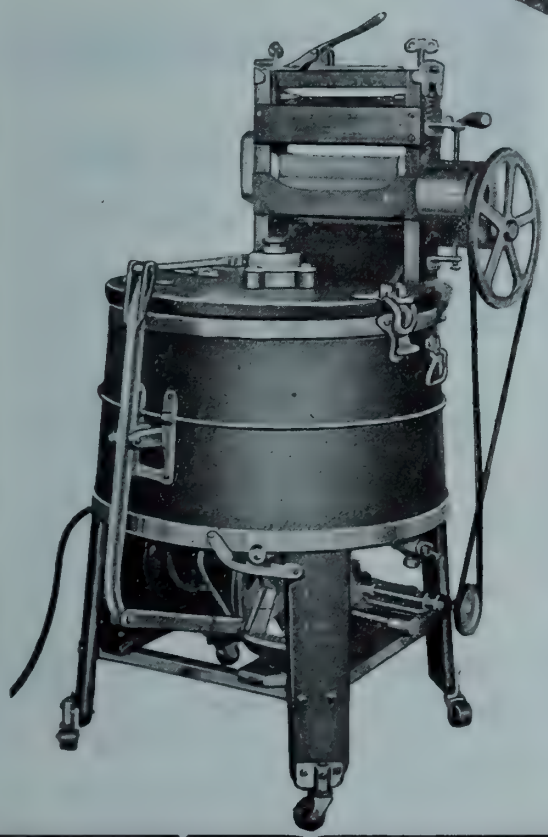
# J. H. CONNOR & SON, LIMITED

TWO NEW

# ELECTRICS

## The Connor Electric Model 1

Galvanized Steel Frame
Tilting Tub
Swinging Wringer, 12-in.
Best Quality Rolls
Safety Release, Reversible Water Board
Best Quality Cypress Tub

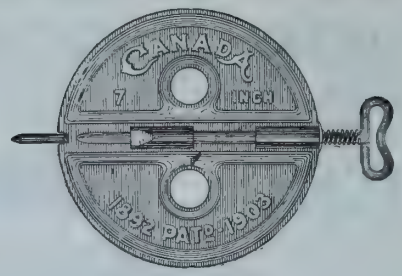


## The Economy Electric

Designed to meet the popular demand for a moderately priced Electric.

A few of its specifications are: Tub of stave leg design, mounted on four full swivel casters; from Cypress lumber of best quality, the wood most suitable for washing machine construction; stationary wringer, 11-in. rolls of best quality, safety release, reversible water board, simple in design.

*If interested tear out this page and place with letters to be answered.*



# Dampers of 21 Gauge Steel

## Dropped Forged Stem--Sharp Point--Positive Lock

Our new 6" and 7" are stamped from 21 gauge steel. The stems are drop forged. The point sharp. The lock positive. There can be no breakage. There is no better damper on the market to-day.

Our Furnace Dampers are stamped from 26 gauge steel; drop forged stem; positive lock.

Our Damper Clips are stamped from 21 gauge steel. Packed one dozen in a box. Canada Dampers are unexcelled and are lighter, stronger and cheaper than other dampers made.

A sample dozen will convince you.

## Your Jobber Has Them

# The Myers Manufacturing Company

**Dresden, Ontario**

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**Let Us Quote You on Our**

# HIGH GRADE BROOMS

***Long life and great strength are built into every one of our brooms***

| STANLEY | BEAVER | CANUCK |
|---|---|---|
| 5 string, fancy corn, all selected stock, polished handle. The broom worth while. | 5 string, good quality house broom, popular weight. Stands up to every test. | 4 string, from cheaper stock, well made, and worth the price. Above the average in quality. |

*Special attention to mail orders*

We also make a number of other lines, including Toy Brooms and Whisks.

**Waterloo Broom & Brush Company, Limited**

Telephone 286 Waterloo, Ontario

---

# The New Perfection Sprayer

This foremost hand compressed air sprayer is made in heavy sheet brass, or galvanized steel, tested to 75 lbs. pressure. It is fitted with our Improved Simplex Spray Nozzle.

You will be proud to sell this purely Canadian-Made Sprayer, and you'll be delighted with the subsequent sales its service in use makes for you. If your jobber cannot supply you, write direct to us for prices and descriptive literature.

**The New Perfection Sprayer Co.**

Manufacturers

**Galt, - Ontario**

*Spray Nozzles and Spraying Accessories of all kinds.*

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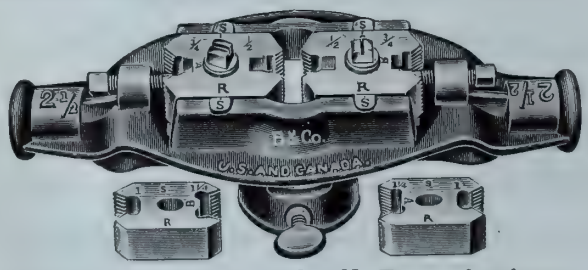


**Stock and Dies of all Descriptions**

**Pipe Cutters and Vises**

# Rapid Tool & Machine Co. Ltd.

174 St. Joseph Street, Lachine, Que.

---

*If interested tear out this page and place with letters to be answered.*

**The Trade Mark behind the "Hardware House of Quality"**

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

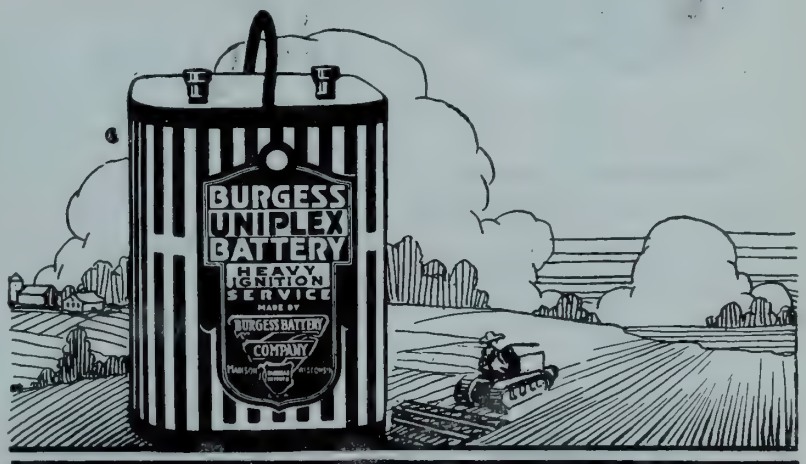
**The Largest Wholesale Hardware Dealers in Canada**

**Order Assortment No. 1 — 50 No. 6 and 12 No. 461 Uniplex =$45.10. It will be shipped you promptly and fresh.**

# BURGESS BATTERIES

Are making friends and profits for the merchants of Western Canada. Every dealer wants to give business building service and make his bank account stronger. Burgess patent packing on No. 6 brings the batteries to you looking "Fresh from the factory." The distinctive label attracts the favorable attention of users. Appearance alone is a big help to the sale. Advertising helps will be supplied to assist you in building your battery business.

Burgess Uniplex Batteries are made waterproof to stand heavy and outdoor work. The heavy container of asphaltum felt protects the high quality cells and gives longer life to the battery. The big rubber covered terminal nuts are easy to tighten in the rain, snow or cold—without pliers.




**UNIPLEX *for* Heavy Work**

## The J. H. Ashdown Hardware Co., Limited

**Winnipeg, Canada**

**Calgary** **Saskatoon**

*If interested tear out this page and place with letters to be answered.*

# S. H. WHYTE MANUFACTURING CO. LTD.

## WINNIPEG

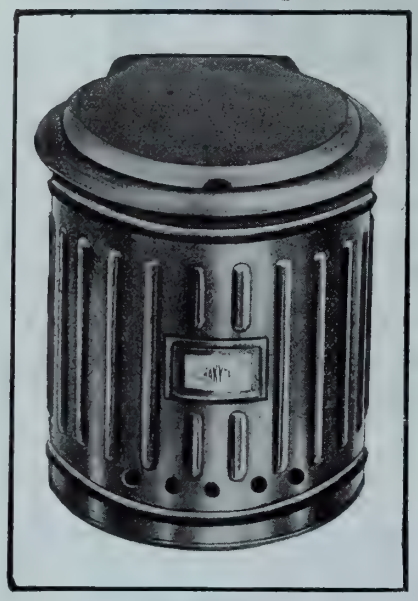
**MAKERS OF THE TRADEMARK**
**"WAKYTE" CHEMICAL CLOSETS**
**"WAKYTE" POWDER CHEMICAL**

**WAKYTE PRODUCTS OF QUALITY IN**
**"WAKYTE" TOYS**
**"WAKYTE" WEATHER STRIP**

The name "WAKYTE" on a product helps to build your reputation for honest merchandise at fair prices. The goods here described are made in Canada and are endorsed by thousands of satisfied users in all parts of the Dominion.

## HERE ARE SOME POPULAR SELLERS

**"WAKYTE" CHEMICAL CLOSETS**

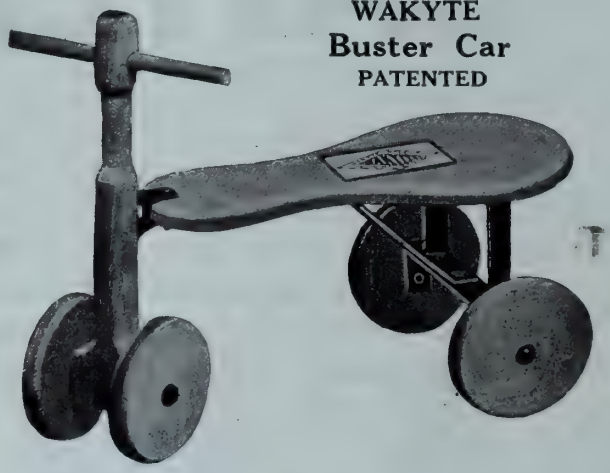


PATENTED
### Chemical Closets That BUILD BUSINESS

Wakyte Sanitary Chemical Closets fill a long felt want in districts where recognized conveniences are not found. A specially designed article with corrugated iron body, and with selling points that close sales. A Superior line that gives service to the buyer, and a quick turnover and substantial profit for the dealer.

**"WAKYTE" TOYS**

**WAKYTE**
**Buster Car**
**PATENTED**



### Every Child a Prospect

Children are quickly sold on these strongly made cars when displayed in the windows, and soon influence their parents to purchase. Is practically unbreakable, and will outlast several ordinary cars. From the illustration you will see that not only the frame, but the brace and axle as well, are made of iron; the steering gear of one solid piece of wood, with two wheels in front, making it difficult to upset Artistically finished. The Wakyte line of toys include: Buster Cars, Pony Cars, Wheelbarrows, Carts, Shoo-Fly Rockers, Rollers, Rocking Horses, etc.

**"WAKYTE POWDER CHEMICAL**

### Wakyte Powder Chemical

We strongly recommend Wakyte Powder Chemical for use in all Sanitary Chemical Closets. In addition to containing much greater disinfecting properties than liquid chemical, it may be shipped under any weather conditions without loss or damage. Put up in attractive lithographed cans.

### WAKYTE WHEELBARROW

**WAKYTE**
**WEATHER STRIP**

Made of selected oak nicely finished with gray felt. Groove is made in the oak, and felt is firmly forced into groove, and then glued, giving it splendid wearing qualities and longer life.

### WAKYTE PONY CAR

Stocks carried by: James Simmonds, Ltd., Halifax, N.S.; Sumner Co., Ltd., Moncton, N B.; Thompson & Sutherland, Ltd., New Glasgow and Sydney, N. S.; J. S. Mitchell & Co., Ltd., Sherbrooke, Que.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., Ltd., London and Toronto, Ont. And all jobbers in the Prairie Provinces.

**Place your order through your Jobber or direct**

## S. H. Whyte Manufacturing Co. Ltd. Winnipeg

*If interested tear out this page and place with letters to be answered.*

THE

# TRADE MARK

OF

# QUALITY

# MADE - IN - CANADA

FOR

## SPEED AND COMFORT

USE

# ELECTRO GASOLINE

AND SPECIAL TRANSMISSION LUBRICANT

WITH ABOVE

***Sold only through legitimate merchants***

## PRAIRIE CITY OIL CO.

**Head Office: WINNIPEG**

**Branches at**

**SASKATOON MOOSE JAW MEDICINE HAT LETHBRIDGE**

*If interested tear out this page and place with letters to be answered.*

# North Star Oil & Refining Company LIMITED

## A Western Refinery for Western Needs

Our modern, fully equipped refinery at Winnipeg guarantees you better service in shipping fresh, high standard oils and greases.

Send us your next order and note the increased profits you make from satisfied customers.

*"High as the Stars in Quality"*

## North Star Oil & Refining Co.

LIMITED

Head Office: WINNIPEG

*Branches Throughout the West*

Some "North Star" Products:

| | |
|---|---|
| Red Star Gasoline | Melrose Harvester Oil |
| White Star Kerosene | Universal Floor Oil |
| Wm. Penn Motor Oil | Royal Harness Oil |
| French Auto Oil | Royal Castor Axle Grease |
| Grange Tractor Oil | Tractor Hard Oil |
| Star Transmission Oil | French Transmission Grease |
| Jersey Separator Oil | Royal Belt Sticks |

Royal Sweepo

## Red Star Gasoline - "Made in Canada"

*If interested tear out this page and place with letters to be answered.*

# You Can't Row a Boat with One Oar

An unbalanced advertising campaign, like a one-oar boat, never gets anywhere.

Sound copy must be balanced by scientific space selection. Mediums deserve as much attention as merchandising.

To buy space scientifically circulation must be *analyzed*—not merely counted.

Do you ask of a publication not only "How much?" but also "How did you get it?" and "Where does it go?" If you fail in these particulars you are trying to make an advertising campaign go with only one oar.

The answers to these questions can be obtained by studying the A. B. C. reports. To read the circulation figures only is not enough, even though they are verified by the A. B. C. audit. This is but the beginning.

Advertising is being put to a test today, which it can meet if you put circulation to the test of A. B. C. reports.

**Hardware and Metal** is a member of The Audit Bureau of Circulations.

**HARDWARE AND METAL IS CANADA'S ONLY WEEKLY HARDWARE PAPER**

## *Sales — Profits*

# SWAN
# Weatherstrip

**Positively Prevents Drafts**

## THE SWAN WEATHER STRIP

**is made of WOOD and FELT**

*(PATENTED)*

The wood is selected Fir nicely finished. The felt is manufactured specially of lasting quality. Color Green.

Holes are drilled to prevent splitting. Nails are supplied with every set.

The top ends of the side pieces are coved so as to make a neat joint.

A set for a door is composed of two pieces 7 feet long for the two sides, and two pieces 3 feet long for top and bottom.

For shipping it is put up in bundles of ten sets, and weighs 15 lbs.

Sold by

J. H. Ashdown & Co., Marshall Wells Co., Walter Woods Co., Winnipeg Paint & Glass Co., Wood, Vallance Co., Miller, Morse Hdwe. Co., Mackenzie Brothers, Winnipeg.

Also through other leading jobbers throughout Canada.

**SWAN**
**Manufacturing Co.**

676 SARGENT AVE.
WINNIPEG

**Phone Sher. 805**



# CUT OUT AND MAIL

**The Canadian Hdw. & Imp. Underwriters,**
**302 Confederation Life Bldg.**
**Winnipeg, Man.**

We have noticed from advertisements that you have for the past thirteen years given first class fire protection to hardware and implement dealers at one half the cost of stock companies and in addition have accumulated nearly $2,000,000.00 in net cash surplus. Also that you have been endorsed by the Ontario Retail Hardware Association and Manitoba Retail Merchants Association.

Please send us literature showing how we can reduce our fire insurance cost 50 per cent.

We would like your representative to call on or about.....192..

*Name*.....

*City*.....

*Prov*.....



MADE IN WINNIPEG

## MAYBILT RADIATORS
**SUPER-COOLING**
**FULLY GUARANTEED**

**Will not burst from repeated freezing.**

We can supply Maybilt Cores for any make or model of **Truck, Tractor or Automobile.**

Add to the **profits** of your Tin-shop by installing **Maybilt Cores.**

**MAYBILT RADIATORS, LIMITED**
**54 Sherbrooke St. Winnipeg**

MADE IN WINNIPEG


*If interested tear out this page and place with letters to be answered.*

# Stephens'

REGISTERED TRADE MARK

"Save the surface and you save all" *Paint & Varnish*

## Silkstone Flat Wall Colours

An ever-growing source of good business for the merchant. Silkstone Flat Wall Colours have made good with professional decorators and their handiness and economy have made them a fast favorite with the housewife. She uses them all through the year to beautify walls and "fix up." Cheaper than wall paper, and far more sanitary, Silkstone can be washed often without rubbing off. Dries with a beautiful, silky finish.

## Wa - ko - ver Stain

A handy, labor and time-saving finish that stains and varnishes in one operation. It is a great beautifier much appreciated by home-loving housewives as well as professional painters. Its use brightens up and renews old, scarred woodwork and greatly enhances the natural beauty of the grain in wood.

***Ask about the paying Agency Plan***

## G. F. Stephens & Co., Limited

**Paint and Varnish Makers**

**Winnipeg Calgary Edmonton**

*If interested tear out this page and place with letters to be answered.*

# "BRANDS" OF PROVED QUALITY AND SERVICE

**ROOFINGS**

"Indruroid" Extra Heavy
"Comfort"
"Winner"
"Kling-On"
"Sterling":
Slate Surface
Red and Green
"Sterling":
Asphalt Shingles
Red and Green

**PAPERS and SHEATHINGS**

"Triumph" Tarred and Plain
"Cyclone" Tarred and Plain
"Sunrise" Tarred and Plain
"Western King" Blue Waterproof
"Monarch" Waterproof Sheathing.
"Red Rosin" Sheathing
"Blue Plaster Board" Sheathing
"Asbestos Papers" etc., etc.

**FELTS**

"Comfort" Brand
"Wool Felt"
"Carpet Felt"
"Red Burlap Felt"
"Green Burlap Felt"
"Tarred Felts"
"Asphalt Felts"

**"Protex" and "Supercote" Plastic and Semi-Plastic Asbestos Roof Coatings, Roofing Cements, Wall Boards, etc., etc.**

**Write for Catalogue and Price Lists.**

## D. J. LADD AND COMPANY
## WINNIPEG MAN.



# Prompt Service Will Be The Result

If you place your Orders where the large well assorted stocks are carried.
For the convenience of Western Canadian Sheet Metal Users and Sellers
We carry large well assorted stocks at all branches in addition to that at our main plant.

# Western Steel Products Limited

**Manufacturers**—Corrugated Iron, Metal Shingles, Metal Sidings, Metal Ceilings, Eavestrough, Conductor Pipe, Oil Barrels, Oil Wagon Tanks, Granaries, Stock Troughs, Culverts, Well Curb, Range Boilers, etc., etc.
**Jobbers**—Galvanized and Black Sheets, Tin Plate, Canada Plate, Copper, Zinc, Solder, etc., etc.

**WINNIPEG** Man. **REGINA** Sask. **CALGARY** Alta. **EDMONTON** Alta.


*If interested tear out this page and place with letters to be answered.*

## Dixie Queen Products

*Made in Canada*

**A Lighting set** of special interest is the "Dixie Queen," Model 1921, 120 amp. and up. Not only is there a splendid demand for this with Canada's 54% rural population, but every sale opens the way for the hardwareman to sales of many other installations. Sell a lighting set and you've made more business.

**No duty—No exchange to pay**—because Dixie Queen Products are "Made in Canada" goods. It pays to buy at home. The Dixie Queen Lighting Battery is guaranteed for five years. Supplied in 120, 160 and 220-amp. hour models. Ask for catalog and prices of Dixie Queen Farm Lighting Plants, Batteries, etc.

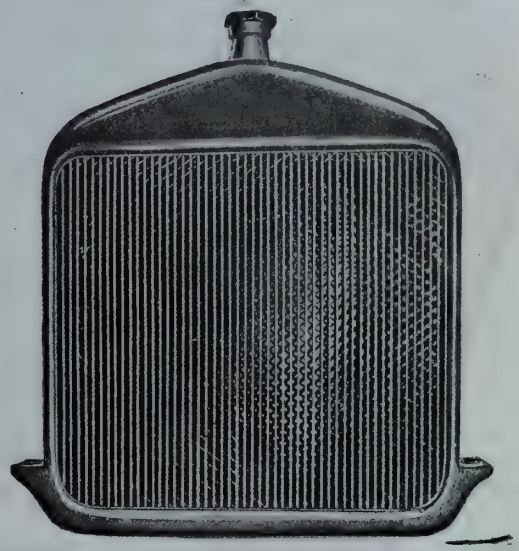
**The Leeder Mfg. Company**

**487 Portage Avenue, Winnipeg, Man.**

## When Buying a New Radiator

*For Your Car, Truck or Tractor be Sure and Specify the*

## "PERFECTO"



**THE RADIATOR THAT COOLS AT 90 IN THE SHADE AND WILL NOT BURST WHEN FROZEN AT 40 BELOW**

**We have the most up-to-date repair shop in Western Canada. Estimates given on all makes of autos and tractors.**

**GUARANTEE SHEET METAL & ROOFING COMPANY**

478 Portage Avenue, Winnipeg Phone Sherbrooke 803

## KWIK-AK-SHUN

### KWIK-AK-SHUN BEARING COMPOUND

A bearing Fitting Compound to fit all soft bearings without scraping. Guaranteed not to cut steel, and will not embed in shaft. Procure through your jobber, or direct.

**Canadian Products Co., Winnipeg, Man.**

## MANKEY TIRE RACK IN MANY STYLES

**Saves time and work**

**Your increased sales will pay for the rack in a short time. New and efficient. Write for catalog. Ask your jobber.**

**Motor Necessities Co. of Canada**

**Somerset Bldg., Winnipeg.**

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

**JOBBERS IN**
**Methylated Spirits**
**Wood Alcohol**
**Linseed Oil**
**Turpentine**
**White Lead**
**Putty**
**Sweeping Compound**
**Etc.**

## ANTI-FREEZE

## POLAR-LIQUID ANTI-FREEZE

**is scientifically made from GLYCERINE, ALCOHOL and DISTILLED WATER. Guaranteed not to freeze and non-injurious to automobile engines or radiators. Dealers write for full information and prices. Sold by most Automobile Accessory Jobbers, and Hardware Jobbers.**

## ROBINSON & WEBBER, LIMITED

**57 Victoria Street** **WINNIPEG, MAN.**

## For Manufacturer Wholesaler Retailer

-Accurate information as to exact stock of Bar Iron and Mild Steel, Reinforcing Bars and other plain metals and finished products on hand in Winnipeg, ready for immediate shipment.

-The only complete warehouse stock West of Ontario.

If you are not already in receipt of our monthly stock list, send us a postcard with your name and address and it will be mailed regularly, postpaid to you.

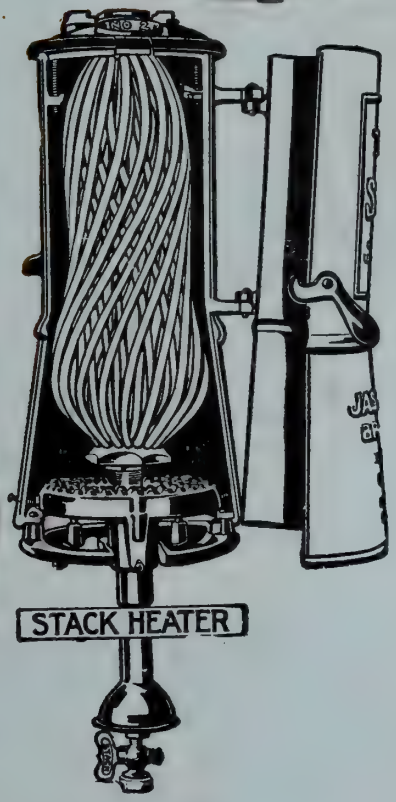
**THE MANITOBA STEEL AND IRON COMPANY LIMITED**

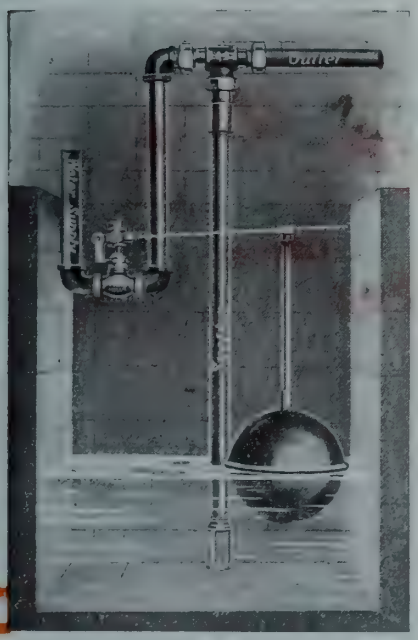
Steel, Iron and Metal Merchants
WINNIPEG - CANADA

*If interested tear out this page and place with letters to be answered.*

# Morrison Products

Stack Gas Water Heater
Automatic Cellar Drainer
Stop Valves
Check Valves
Gate Valves
Safety Valves
Relief Valves
Reducing Valves
Steam Traps
General Boiler
Mountings
Injectors
Ejectors
Inspirators
Jet Pumps
Steam Gauges
Pipe, Tools, etc.
Vacuum Gauges
Ammonia Gauges
Gauge Board Outfits
Lubricators
Pipe Fittings
Steam Whistles
Engine Indicators



Skilfully Designed—
Only Perfect Patterns Used—
Perfectly Cast and Finished—
Famous for Satisfactory Service—
Specified on Most Drawings—
Installed on most jobs—

**It Pays to Sell Morrison Products**

## The James Morrison Brass Mfg. Co., Limited

**93-97 Adelaide St. West, Toronto, Ontario**

*If interested tear out this page and place with letters to be answered.*

# THE BUYERS' GUIDE

*If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.*

**ABRASIVES**
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.

**AGRICULTURAL PRODUCTS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**AIR COCKS**
James Morrison Brass Mfg. Co., Ltd., Toronto.

**ALABASTINE**
Alabastine Co., Paris Limited, Paris, Ont.

**ALUMINUM**
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**ALUMINUM CASTINGS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**ALUMINUM WARE**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The Ideal Aluminum Products Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

**AMMUNITION**
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

**ANCHOR BOLTS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**ANVILS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**ARMS**
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

**ART GLASS**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

**ASBESTOS**
Wm. J. Brown, Montreal, Que.

**ASH CANS**
Geo. W. Reed & Co., Limited, Montreal, Que.

**ASH SIFTERS**
The Burrowes Mfg. Co., Toronto.
J. Samuels, Toronto.

**AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)**
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Products Co., Winnipeg, Man.
Canadian Winkley Co., Ltd., Windsor, Ont.
C. O. Clark & Bro., Montreal, Que.
B. J. Coglin Limited, Montreal, Que.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Chatham Malleable & Steel Mfg. Co., Chatham, Ont.
Goo & Patrick, Limied, Torono, Ont.
Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Motor Necessities of Canada Limited, Winnipeg, Man.
Maybilt Radiators Limited, Winnipeg, Man.
Robinson & Webber Limited, Winnipeg, Man.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**AUTOMATIC SCREW MACHINE PRODUCTS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**AUTOMOBILE PARTS**
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

**AXES**
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**AXLES, CAR**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BABBITT METAL**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BAGS, PAPER**
Continental Paper Products Limited, Ottawa, Ont.

**BARB WIRE**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BARN DOOR HANGERS**
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**BARRELLS, STEEL**
W. D. Beath & Son Limited, Toronto, Ont.

**BASKETS**
Walter Woods & Co., Hamilton, Ont.

**BASEBALL BATS**
Darrah Bros., Sutton, Que.

**BATTERIES, DRY**
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

**BATTERIES, FLASHLIGHT**
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

**BATHS, ENAMELLED AND COPPER**
Canada Metal Co., Toronto.

**BATHROOM FIXTURES**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

**BALE TIES**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

**BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR**
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**BELTING, STITCHED COTTON DUCK**
Dominion Belting Co., Hamilton, Ont.

**BELTING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**BENDS, BRASS, IRON AND LEAD**
Jas. Morrison Brass Mfg. Co., Toronto.

**BEVELS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**BIBBS, BASIN AND BATH COCKS, COMPRESSION**
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BIBBS, BASIN AND BATH COCKS, FULLER**
Jas. Morrison Brass Mfg. Co., Toronto.

**BILLET, BLOOMS AND SLABS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOLTS AND NUTS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

**BOLTS, EYE**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**BOLTS, HANGER SCREW**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOLTS, CANT HOOK AND PEAVY**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BORING BARS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**BOOTS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**BOOT CALKS AND TOOLS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOX OPENING TOOLS**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**BRADS, WIRE**
The Western Wire & Nail Co., London, Ont.

**BRASS CASTINGS AND GOODS**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BRASS SHEETS AND RODS**
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BEARINGS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**BLACK LEAD**
John Oakey & Co., Ltd., London, Eng.

**BLACK SHEETS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BLASTING SUPPLIES**
Dupont Powder Co., Wilmington, Del.

**BOX STRAPPING**
The Stanley Works, New Britain, Conn.

**BITS, AUGER**
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

**BITS, FORSTNER**
Progressive Mfg. Co., Torrington, Conn.

**BITS, EXTENSION**
Millers Falls Company, Millers Falls, Mass.

**BICYCLES**
Canada Cycle & Motor Co., Toronto.

**BICYCLE PARTS**
Burgess-Norton Mfg. Co., Geneva, Ill.

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Canadian Veneering Co., Montreal, Que.

**BOXES**
Canadian Wirebound Boxes Ltd., Toronto, Ont.

**BRACKETS, SHELF**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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Taylor-Forbes & Co., Ltd., Guelph, Ont.
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Rubberset, Limited, Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
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Stevens-Hepner Ltd., Port Elgin, Ont.

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Waterloo Brush & Broom Co., Waterloo, Ont.
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Meakins & Sons, Limited, Hamilton, Ont.
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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
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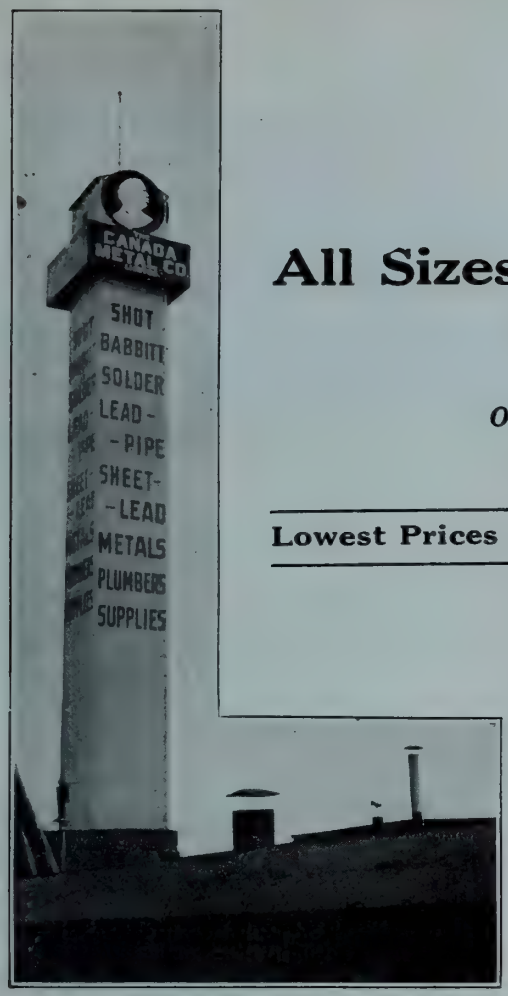


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The National Cash Register Co., Toronto.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**BUTTER WORKERS**
Beatty Bros., Ltd., Fergus, Ont.

**BUTTS AND HINGES**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BURRS**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

**BUILDERS' CASTINGS OF ALL KINDS**
The Katie Foundry Co., Galt, Ont.

**BUILDERS' HARDWARE**
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

**BUILDERS' SUPPLIES**
The Barrett Co., Ltd.

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**BUMPERS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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L. S. Starrett Co., Athol, Mass.

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The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

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**CARBORUNDUM**
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

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**CARPET, SWEEPERS**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

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Dominion Cartridge Co., Ltd., Montreal.

**CASEMENT FASTENINGS AND FITTINGS**
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**CATCHES, SCREEN DOOR**
Burgess-Norton Mfg. Co., Geneva, Ill.

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**CEMENT, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**CEMENT, ROOFING**
The Barrett Co., Ltd.

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Coo & Patrick, Limited, Toronto, Ont.

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Canadian Veneering Co., Acton Vale, Que.

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Brown-Boggs Co., Ltd., Hamilton, Ont.
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The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
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Chicago Spring Butt Co., Chicago, Ill.

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**CHURNS, HAND AND POWER**
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Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**CHURN, MIXER**
The United Royalties Corp., New York, N.Y.

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**CLAMPS, MITRE AND DRAW**
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Taylor-Forbes & Co., Ltd., Guelph, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CLEAN-OUT DOORS**
The Katie Foundry Co., Galt, Ont.

**CLEVISES, MALLEABLE**
The International Malleable Iron Co., Ltd., Guelph.

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The Flexible Shaft Co., Ltd., Toronto.

**CLOCKS**
The New Haven Clock Co., Toronton, Ont.
The Western Clock Co., Peterborough, Ont.

**CLOTHING, ATHLETIC**
A. W. Moyer, & Co., Toronto.

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The Canadian Veneering Co., Acton Vale, Que.

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S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

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The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

**CLOTHES LINE (WIRE)**
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The Western Wire & Nail Co., London, Ont.

**CLOTHES LINE REELS**
The United Royalties Corp., New York, N.Y.

**CLOTHES PINS**
Wm. Cane & Sons, Ltd., Newmarket, Ont.

**CLOTHES RACKS**
Walter Woods & Co., Ltd., Hamilton, Ont.

**CLOTHES REELS**
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**COLLAR PADS**
American Pad & Textile Co., Chatham.

**COFFEE PERCOLATORS AND URNS**
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**CORRUGATED FASTENERS**
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The Stanley Works, New Britain, Conn.

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The Katie Foundry Co., Galt, Ont.

**COAL HODS**
Thos. Davidson Mfg. Co., Montreal, Que.

**COBBLERS' SETS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**COKE, FURNACE, FOUNDRY AND DOMESTIC**
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**CONCRETE REINFORCING TWISTED SQUARES**
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Wheeler & Bain, Toronto.

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James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CORDAGE**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

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The Brainerd Mfg. Co., East Rochester, N.Y.

**COUNTER-SINKS**
Goodell-Pratt Co., Greenfield, Mass.

**COUPLINGS, PIPE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**COUPLINGS, PUMP ROD**
Edward F. Johnson Inc., St. Paul, Minn.

**CRANK PULLS (WIRE)**
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**CRANK SHAFTS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

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The Newell Mfg. Co., Prescott, Ont.

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Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
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The Canadian Wm. A. Rogers Co., Ltd., Toronto.
G. L. Cohoon, Montreal.
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
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James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Marples & Co., Sheffield, England.

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Can. Foundries & Forgings, Ltd., Welland, Ont.
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Cameron & Co., Toronto.
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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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The Stanley Works, New Britain, Conn.
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Can. Steel Goods Co., Hamilton, Ont.
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**DRILLS**
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Goodell-Pratt Co., Greenfield, Mass
North Bros. Mfg. Co., Philadelphia, Pa.
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Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

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**DYNAMITE**
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Du Pont American Industries, Wilmington, Del.

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Wheeler & Bain, Toronto.

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The United Royalties Corp., New York., N.Y.

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Walter Woods & Co., Hamilton.

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The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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The Leeder Mfg. Co., Winnipeg, Man.

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

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**ELECTROPLATE WARE**
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Sturgeons, Ltd., Toronto.

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Taylor-Forbes & Co., Ltd., Guelph, Ont.

**FAUCETS, PETROLEUM**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**FEED BOXES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**FEED COOKERS**
Wheeler & Bain, Toronto.

**FELTOL**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**FELTS (TARRED AND CARPET)**
The Barrett Co., Ltd.
Alex. McArthur Co., Montreal, Que.

**FENCING AND GATES**
Banwell-Hoxie Wire Fence Co., Hamilton.
A. R. Lundy, Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**FENCE POSTS**
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

**FENCING, STAPLES AND HOOKS**
The Western Wire & Nail Co., London, Ont.

**FENCES, WOVEN WIRE, FARM AND ORNAMENTAL**
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

**FILES**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

**FILLERS**
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**FIRE DOOR FITTINGS**
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**FIRE EXTINGUISHERS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FIRE DEPARTMENT SUPPLIES**
Dunlop Tire & Rubber Goods Co, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**FIRE ESCAPES**
The Dennis Wire & Iron Wks., Co., Ltd., London.

**FIRE SCREENS**
Guardian Fire Screen Mfg. Co., Ville St. Pierre, Montreal, Que.

**FIREPLACE SCREENS**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**FLASHLIGHTS, ELECTRIC**
Canadian National Carbon Co., Toronto.

**FLAT SWATERS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FOOD CHOPPERS**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**FLINT CLOTHS**
John Oakey & Sons, London, Eng.

**FLOOR CHECKS, SINGLE OR DOUBLE**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

**FLOOR DRESSING**
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**FLOOR STANDS**
Jenkins Bros., Ltd., Montreal.

**FLOOR WAX**
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

**FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING**
The Chicago Solder Co., Chicago, Ill.

**FORCE CUPS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FORGINGS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**FORGINGS, DROP**
Can. Foundries & Forgings, Ltd., Welland, Ont.

**FUNNELS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.

**FURNACES**
Burrow Stewart & Milne, Ltd., Hamilton.
Clare Bros. & Co., Limited, Preston, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
Findlay Bros., Limited, Carletin Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St Remi, Que.
McClary Mfg. Co., Limited, London, Ont.
The Pease Foundry Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

**FURNITURE POLISH**
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

**FUSES, ELECTRIC**
Canadian Westinghouse Co., Limited, Hamilton.

**FUSE WIRE**
Canada Metal Co., Ltd., Toronto.

**GALVANIZED IRON BARS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GALVANIZED PIPE**
Canada Metal Co., Ltd., Toronto.

**GALVANIZED IRON SHEETS**
The Pedlar People Limited, Oshawa, Ont.

**GALVANIZED STEEL SHEETS**
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

**GALVANIZED WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., of Canada, Toronto.

**GALVANIZED STEEL SHEETS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**GALVANIZING**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GARDEN CULTIVATORS AND WEEDERS**
C. S. Norcross & Sons, Bushnell, Ill.

**GARAGE HARDWARE**
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

**GARAGES, METAL**
The Pedlar People Limited, Oshawa, Ont.

**GARBAGE CANS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co., of Canada, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**GAS WATER HEATERS**
Jas. Morrison Brass Mfg. Co., Toronto.

**GASKETS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**GASOLINE**
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

**GASOLINE TANKS AND PUMPS**
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

**GATES, GALVANIZED**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**GATES, STEEL AND WIRE**
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GAUGE COCKS, STANDARD AND HEAVY**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

**GAUGES**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**GENERAL RUBBER SPECIALTIES**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**GLASS BENDERS**
Toronto Plate Glass Importing Co., Toronto.

**GLASS, CARRIAGE**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**GLASS CUTTERS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**GLASS CUTTING BOARDS**
The Lufkin Rule Co., of Canada, Ltd., Windsor.

**GLASS, DOOR**
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

**GLASS, FANCY**
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

**GLASS, WINDOW PLATE, ORNAMENTAL**
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

**GLASSWARE**
The Quinte General Mfg. Co., Ltd., Deseronto, Ont.
B. & H. Thompson Co., Limited, Montreal, Que.

**GLAZIERS' DIAMONDS**
A. Ramsay, Son & Co., Montreal.

**GLOVES AND MITTS**
American Pad & Textile Co., Ltd., Chatham, Ont.

**GLUE, SHEET AND GROUND**
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

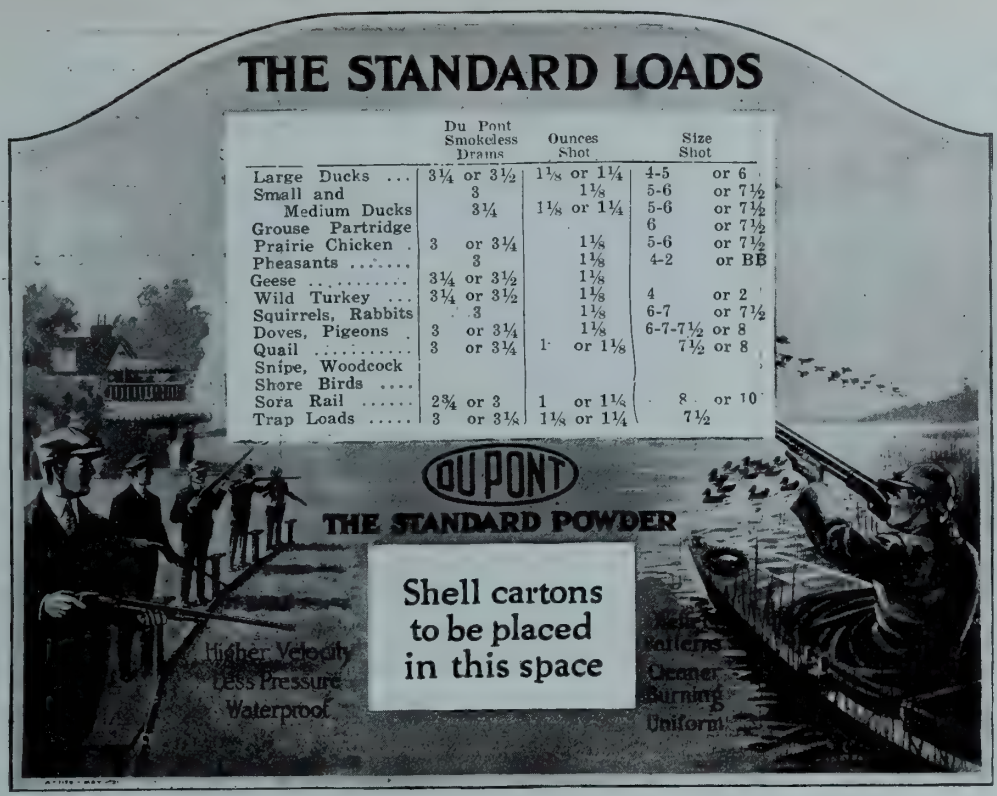
**GOLF BALLS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Findlay Bros., Ltd., Carlton Place, Ont.

**GOLF CLUB HEADS, RUSTLESS**
Fenton Bros., Ltd., Sheffield, Eng.

**GRANITE WARE**
Sheet Metal Products, Ltd., Toronto.

**GRATES**
The Barton Netting Co., Ltd., Windsor, Ont.

**GREASE AND OIL CUPS**
The James Morrison Brass Mfg. Co., Ltd., Toronto.




# This display gives practical information

## *that will aid sales on shotgun shells*

THE illustration above shows, in greatly reduced size, a new Du Pont counter or window display which will be sent without charge on request.

You will note that it features the table of Du Pont Standard Loads which long experience has proved to be the most satisfactory for each type of game shooting.

You are undoubtedly familiar with our efforts toward the standardization of shotgun loads and the advantages of this plan in eliminating slow-movers, in speeding up your turnover, and increasing your profits.

This new display feature will help to concentrate the sales of shells at your store on the popular loads (where the profit lies), eliminate demands for "specials," and save the time of your clerks by giving the buyer the information he wants—at the time he needs it.

We will gladly send this display without charge on request.

DU PONT

**E. I. DU PONT DE NEMOURS & CO., INC.**

*Sales Department*

**Sporting Powder Division**

WILMINGTON, DEL.

*If interested tear out this page and place with letters to be answered.*

# THE BUYERS' GUIDE

**GRINDERS, HAND AND POWER**
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**GRINDING WHEELS**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

**GRINDSTONES**
The Carborundum Co., Niagara Falls, N.Y.

**GRINDSTONE FIXTURES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**GUARDS, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**GUNS**
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

**GUN PARTS**
The Fraser Co., Agents B.S.A., Montreal, Que

**GUNSIGHTS**
Marble Arms & Mfg. Co., Gladstone, Mich.

**HACK SAWS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

**HACK SAW BLADES**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**HACK SAW FRAMES**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
L. S. Starrett Co., Athol, Mass.

**HACK SAW MACHINES**
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

**HAME CHAINS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**HAMMERS**
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

**HAND DRILLS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**HANDLES**
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

**HANDLES, CHEST AND DRAWER**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HANDLES, DOOR**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HANDLES, CRANK, BALANCE, MACHINE**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**HAND PULLS**
North Bros., Mfg. Co., Philadelphia, Pa.

**HANGERS, BARN DOOR**
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HANGERS, DOOR**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

**HANGERS, DOOR AND TRACK**
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HANGERS, STORM, SASH AND SCREEN**
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HARDWARE, CARRIAGE AND AUTOMOBILE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**HARDWARE, DOOR**
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HARDWARE, BARN DOOR**
Beatty Bros., Limited, Fergus, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HARDWARE, FINISHING**
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HARDWARE SPECIALTIES**
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**HARDWARE STORE FITTINGS**
Stratford Brass Co., Ltd., Stratford, Ont.

**HARNESS HARDWARE**
G. L. Griffiths & Sons Limited, Stratford, Ont.
The Niagara Metal Stamping Corporation, Niagara
J. J. Turner & Sons Limited, Peterborough, Ont.

**HATCHETS**
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

**HASPS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HEADLIGHT, GLASS**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**HEATERS**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products Co. of Canada, Ltd.

**HEATERS, AUTO**
Chicago Flexible Shaft Co., Chicago, Ill.

**HEATERS, ELECTRIC**
The Canadian Edison Appliance Co., Limited. Stratford, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**HEAVY HARDWARE SPECIALTIES**
Burgess-Norton Mfg. Co., Geneva, Ill.

**HEELS AND SOLES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

**HINGES, BOX AND REFRIGERATOR**
The Brainerd Mfg. Co., East Rochester, N.Y.

**HINGES, ORNAMENTAL**
The Stanley Works, New Britain, Conn.

**HOOKS, HAT AND COAT**
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

**HINGES, SPRING**
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

**HINGES, STRAP AND TEE**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

**HOCKEY STICKS**
The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

**HOES**
The Warren Tool & Forge Co., Warren, Ohio.

**HOISTS**
Manitoba Steel & Iron Co., Winnipeg, Man.

**HOIST HOOKS**
Williams & Co., J. H., Brooklyn, N.Y.

**HOLLOW WARE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

**HONES, RAZOR**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

**HORSE SHOES**
The Canadian Horse Shoe Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

**HORSE SHOE PADS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**HOSE CLAMPS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**HOSE, FITTINGS AND SUPPLIES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**HOSE MENDERS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**HOT AIR REGISTERS**
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

**HOUSEHOLD APPLIANCES**
Canadian Westinghouse Co., Limited, Hamilton, Ont.

**HOUSEHOLD PAILS**
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Limited, Hull, Que.

**ICE CREAM FREEZERS**
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**INDICATORS, SPEED**
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**INDUSTRIAL DESIGNS**
Harold C. Shipman & Co., Ottawa, Ont.

**INJECTORS, AUTOMATIC**
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**INSTRUMENTS OF PRECISION**
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**INSURANCE**
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

**IRON, MERCHANTS BAR**
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**IRON, CORRUGATED**
Canada Metal Co., Toronto.

**IRON HANDLES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**IRON, HORSE SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**IRON AND STEEL BARS**
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**IRON, BAR**
London Rolling Mill Co., Ltd., The, London, Ont.

**IRONS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**IRONS, ELECTRIC**
The Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**IRONING BOARDS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**IRONING MACHINES, ELECTRIC**
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

**IRON FOR STAYBOLTS**
London Rolling Mill Co., Ltd., The, London, Ont.

**IRONWORK, BUILDERS'**
The Dennis Wire & Iron Works, Ltd., London.

**JACK PLANES**
Stanley Works, New Britain, Conn.

**JACK SCREWS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**JAPANS**
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

**JARS, FRUIT**
Walter Woods & Co., Hamilton, Ont.

**KETTLES**
The Aluminum Speciaty Co. of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

**KEYHOLE SAWS**
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

**KITCHEN WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited. Toronto.

**KNIVES, BEET**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, CORN**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, CUTTING**
Landers, Frary & Clark, New Britain, Conn.

**KNIFE CLEANER**
The Vono Co., Dudley Port, Staffs, Eng.

**KNIVES, MACHINE**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, POCKET AND TABLE**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.

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**The largest and most modern sheet metal plant in the Empire.**

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## Galvanized Iron Sheets—Black Sheets
## Corrugated Iron—Corro-Crimp Roofing
## Eaves Trough and Conductor Pipe
## Metal Ceilings and Walls
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## "Steelcrete"—Metal Culverts
## Metal-Clad Garages

**We are Sole Manufacturers of the Well-known**

## Pedlar's "George" and "Oshawa" Shingles

THESE galvanized steel shingles have been advertised for many years to farmers and other buyers of roofing for large buildings throughout Canada. Metal Roofing is in big demand. The call to-day is for roofing that is lightning-proof, fire-proof and enduring in all weathers Pedlar's Steel Shingles have all three qualities in superior degree. Feature them in your store and get the cream of the trade.

# The Pedlar People Limited

**ESTABLISHED 1861**

**Executive Offices: Oshawa, Ont.**

**Factories: Oshawa, Ont. and Montreal, Que.**

BRANCHES: MONTREAL, QUEBEC, HALIFAX, ST. JOHN, OTTAWA, TORONTO, HAMILTON, WINNIPEG, CALGARY, VANCOUVER.

*If interested tear out this page and place with letters to be answered.*

# THE BUYERS' GUIDE

**KNIVES, SPORTSMEN'S**
Fenton Bros., Ltd., Sheffield, Eng.

**KNIVES, PUTTY**
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

**KNOBS, DRAWER**
The Brainerd Mfg. Co., East Rochester, N.Y.

**LAMPS, NITROGEN AND TUNGSTEN**
The Canadian Tungsten Lamp Co., Hamilton, Ont

**LAMP BLACK**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

**LAMP BURNERS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton

**LAMP CHIMNEYS**
Walter Woods & Co., Hamilton.

**LAMPS AND LANTERNS, GASOLINE**
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

**LAMPS, LANTERNS, ELECTRIC, HAND**
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

**LAMPS, ELECTRIC**
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont

**LAMPS AND LANTERNS, GASOLINE AND KEROSENE**
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**LANTERNS OIL**
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

**LATCHES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

**LATH METAL**
Pedlar People, Ltd., Oshawa, Ont.

**LATHE DOGS, DROP FORGED**
J. H. Williams & Co., St. Catharines, Ont.

**LATHE DOGS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

**LAWN MOWERS**
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Limited, Woodstock, Ont.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

**LAWN SEATS**
The Stratford Mfg. Co., Stratford, Ont.

**LAWN SPRINKLERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**LEAD, BLACK**
John Oakey & Sons, London, Eng.

**LEAD, CALKING AND PIG**
The Canada Metal Co., Limited, Toronto, Ont.

**LEAD PENCILS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**LEAD SHEETS AND PIPE**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**LEAD TRAPS AND BENDS**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

**LEAD WASHERS**
Canada Metal Co., Ltd., Toronto.

**LENS**
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**LETTERS AND FIGURES, EMBOSSED**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**LEVELS**
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

**LEVELS, MASONS**
Henry Disston & Sons, Limited, Toronto.

**LINES, WIRE, CLOTHES**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**LINOLEUM, PLAIN AND PRINTED**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

**LINOLEUMS, BATTLESHIP**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**LINOLEUM RUGS**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**LINSEED OIL**
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

**LOCKS**
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

**LOCK WASHER EQUIPMENT**
Sleeper Hartley, Inc., Worcester, Mass.

**LOCKERS**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

**LOCOMOTIVE TOOLS**
J. H. Williams & Co., St. Catharines, Ont.

**LUMBER TOOLS**
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**MACHINE DESIGNS**
Harold C. Shipman & Co., Ottawa, Ont.

**MACHINES, DOUBLE CUTTING**
E. C. Atkins & Co., Hamilton, Ont.

**MACHINISTS' TOOLS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

**MALLEABLE IRON CASTINGS**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**MANGLES, CLOTHES**
Taylor-Forbes Co., Limited, Guelph, Ont.

**MANTLES, GAS**
R. M. Moore & Co., Ltd., Vancouver, B.C.

**MAULS**
The Warren Tool & Forge Co., Warren, Ohio.

**MATTOCKS**
The Warren Tool & Forge Co., Warren, Ohio.

**MATCHES**
E. B. Eddy Co., Limited, Hull, Que.

**MATS AND MATTING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

**MAULS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**MEAT CHOPPERS**
Landers, Frary & Clark, New Britain, Conn.

**MECHANICAL RUBBER PRODUCTS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**METAL BOXES AND DRAWERS**
Cameron & Co., Toronto, Ont.

**METAL CEILINGS, WALLS AND LATH**
The Pedlar People Limited, Oshawa, Ont.

**METAL CUTTING SAWS**
Clemson Bros., Inc., Hamilton, Ont.

**METAL SAWS, POWER**
Clemson Bros., Inc., Hamilton, Ont.

**METAL STAMPINGS**
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.**
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
R. & S. H. Thompson Co., Limited, Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Western Steel Products Ltd., Winnipeg, Man.

**METAL SPECIALTIES**
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

**METAL STORE AND FRONT CONSTRUCTION**
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

**MENDERS, GRANITEWARE, POT AND PAN**
Collette Mfg. Co., Collingwood, Ont.

**MICA**
Mica Co. of Canada, Ltd., Hull, Que.

**MICROMETERS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**MILK CANS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**MIRRORS**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

**MITRE BOXES**
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

**MITRE BOX SAWS**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**MOLASSES GATES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**MOPS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**NAIL MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**NAILS, WIRE AND CUT**
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

**NAIL PULLERS**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**NAILS, HORSE SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NAME PLATE TRANSFERS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NIPPLES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NITROGEN LAMPS**
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

**NUTS, HOT PRESSED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NUTS, THUMB**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**OILCLOTH, FLOOR AND STAIR**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

**OILCLOTH, RUGS, FLOOR**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**OIL, COAL**
Imperial Oil Co., Ltd., Toronto.

**OILS, CYLINDER**
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**OIL CAKE AND MEAL**
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

**OIL HOLE COVERS**
Canadian Winkley Co., Windsor.

**OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE**
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**OIL STONES**
The Canadian Hart Products, Ltd., Hamilton, Ont.

**OIL STOVES**
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products, Ltd., Toronto.

**OIL STORAGE AND DISTRIBUTING SYSTEMS**
S. F. Bowser Company, Ltd., Toronto, Ont.

**OIL TANKS AND PUMPS**
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**OILERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**ORNAMENTAL FENCE**
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**ORNAMENTAL IRON AND WIRE WORK**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

**PACKINGS**
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

**PACKING RUBBER**
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**PADS FOR HORSES**
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

**PADLOCKS**
C. O. Clark & Bro., Montreal, Que.

**PAINT, COLD WATER**
The Deco-Tint Co., Montreal, Que.

**PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK**
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

**PAINT BRUSHES**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N

**PAINT AND VARNISH REMOVER**
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**PAINT, OIL, STORAGE AND HANDLING SYSTEMS**
S. F. Bowser Company, Ltd., Toronto, Can.

SOLDERING SIMPLIFIED
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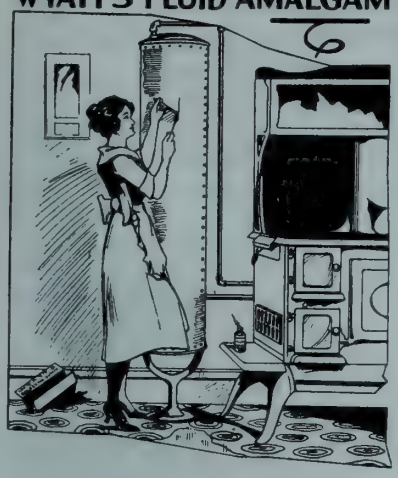
WYATT'S FLUID AMALGAM



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# THE BUYERS' GUIDE

**PARIS GREEN**
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

**PAPER BAGS**
The Continental Paper Products, Ltd., Ottawa, Ont.
Walter Woods & Co., Hamilton.

**PASSAGE CLOTH**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**PAILS**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**PAILS HOUSEHOLD**
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**PAILS, WOODEN**
Wm. Cane & Sons Co., Ltd., Hull, Que.

**PAILS, GALVANIZED AND TIN**
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

**PATENT ATTORNEYS**
Harold C. Shipman & Co., Ottawa, Ont.

**PERCOLATORS, COFFEE**
Landers, Frary & Clark, New Britain, Conn.

**PETROLEUM FAUCETS**
Landers, Frary & Clark, New Britain, Conn.

**PHOSPHOR TIN AND COPPER**
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**PICKS**
The Warren Tool & Forge Co., Warren, Ohio.

**PICK HANDLES**
J. H. Still Mfg. Co., St. Thomas, Ont.

**PIG IRON**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PINS, ESCUTCHEON**
Parmenter & Bullech, Gananoque.

**PIPE, ACID RESISTING**
The Hoyt Metal Co., Ltd., Toronto, Ont.

**PIPE CUTTERS (STAND)**
Trimont Mfg. Co., Roxbury (Boston, Mass).

**PIPE, BLACK AND GALVANIZED**
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PIPE FITTINGS**
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

**PIPE, GALVANIZED CONDUCTOR**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**PIPE, LEAD**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PIPE, RAIN WATER CONDUCTOR**
Canada Metal Co., Toronto.

**PIPE, WROUGHT, BLACK AND GALVANIZED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PISTON PINS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**PISTON ROD PACKING**
Dunlop Tire & Rubber Co., Ltd., Toronto.

**PISTON AND VALVE PACKINGS**
The Barrett Co., Ltd.

**PISTOLS**
Savage Arms Corpn., Utica, N.Y.

**PLANES**
Stanley Rule & Level Co., New Britain, Conn.

**PLANTERS**
The Eureka Planter Co., Limited, Woodstock, Ont.
The Otterville Mfg. Co., Limited, Otterville, Ont.

**PLIERS**
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Kreauter & Co., Inc., Newark, N. J.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

**PLIERS, CUTTING**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

**PLIERS, COMBINATION**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

**PLUGS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**PLUMBERS' SUPPLIES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**PLUMBERS' TOOLS**
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**POLISHES, AUTO AND FURNITURE**
The Buffalo Specialty Co., Bridgeburg, Ont.
Channell Limited, Toronto, Ont.

**POLISHING HEADS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**POLISHES, KNIFE**
Jas. Oakey & Sons, Ltd., London, England.

**POLISHES, METAL**
The Deco-Tint Co., Montreal, Que.

**POLE LINE MATERIAL**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**POSTS, ANGLE IRON**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**POST HOLE DIGGERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Otterville Mfg. Ltd., Otterville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**POULTRY NETTING**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

**POULTRY LEG BANDS**
Rideau Specialty Co., Smiths Falls, Ont.

**POWDER, SMOKELESS**
E. I. du Pont de Nemours & Co., Wilmington, Del.

**PRISMS, SIDEWALK**
Hobbs Mfg. Co., Montreal, Que.

**PRUNERS, TREE**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**PRUNING SHEARS**
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

**PULLS, DRAWER**
The Brainerd Mfg. Co., East Rochester, N. Y.
Taylor-Forbes Co., Limited, Guelph, Ont.

**PUSH AND PULL PLATES**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**PULLEYS, CLOTHES**
The Katie Foundry Co., Galt, Ont.

**PUMPS**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Blassfounders & Engineers, Limited, Manchester, Eng.

**PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE**
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

**PUMPS, CURB, FOR OIL AND GASOLINE**
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMPS, SELF-MEASURING**
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMPS, SEMI-ROTARY**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**PUMPS, GASOLINE**
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMP OILERS**
Cannon Oiler Co., Keithsburg, Ill.

**PUNCHES, CENTRE DRIVE, ETC.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

**PUNCHES, BELT**
E. C. Atkins & Co., Hamilton, Ont.

**PUNCHES, TICKET**
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

**PUTTY**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

**PULLEYS**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**QUOITS**
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**RACKS, HAY**
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**RADIATORS, AUTO**
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**RADIATOR VALVES**
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**RAILWAY TIE PLATES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RAILROAD TRACK TOOLS**
The Warren Tool & Forge Co., Warren, Ohio.

**RAILROAD SUPPLIES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**RAKES**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**RAZORS**
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**RATCHET DRILLS**
Goodell-Pratt Co., Greenfield, Mass.

**REAMERS**
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**RECIPROCATING DRILLS**
Goodell-Pratt Co., Greenfield, Mass.

**REFRIGERATORS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

**REGISTERS, (HOT AIR)**
Canada Foundries & Forgings, Brockville
The Happy Thought Foundry Co., Ltd., Brantford.
[illegible] Mfg. Co., Woodstock, Ont.

**REVOLVERS**
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

**RIFLES**
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.

**RIVETS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RIVET BURRS**
The Union Iron & Metal Co., Ltd., Toronto.

**ROD ENDS**
J. H. Williams & Co., St. Catharines, Ont.

**RODS, PISTON AND PUMP**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RODS, RADIUS FORD**
Burgess-Norton Mfg. Co., Geneva, Ill.

**RODS, STRAIGHTENED**
The Graham Nail Works, Toronto.

**ROOFING CEMENT AND PAINT**
The Barrett Co., Ltd.

**ROOFING, METAL**
Pedlar People, Ltd., Oshawa, Ont.

**ROOFING, READY**
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg, Man.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**ROOFING, RUBBER**
The Barrett Co., Ltd.

**ROPE**
The Brantford Cordage Co., Limited, Brantford, Ont.
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

**ROPE, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**ROSIN**
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**RUBBER SHEET, VULCANIZED**
Wm. J. Brown, Montreal, Que.

**RUBBER PRODUCTS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**RULES**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**RULES, STEEL, STRAIGHT AND FOLDING**
**RULES, FOLDING BOXWOOD**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

**RULES, SPRING JOINT**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**RULES, BOARD AND LOG**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

**SADDLERY HARDWARE**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SAFETY RAZORS**
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**SAFES**
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

**SALTS, SOLDERING**
The Chicago Solder Co., Chicago, Ill.

**SAWS, BUCK**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAWS, CROSSCUT AND HAND**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAWSET**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

**SAWS, COMPASS**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**SAWS, COPING**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

**SAWS, BUTCHERS' AND KITCHEN**
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**SAWS, BAND AND CIRCULAR**
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAW BLADES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

**SAW FRAMES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**SAW GUARDS**
E. C. Atkins & Co., Hamilton, Ont.

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**Sutton, Que.**

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* * * *

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# THE BUYERS' GUIDE

**SAWS, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

**SAW MACHINES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**SAWS, METAL CUTTING**
Clemson Bros., Inc., Hamilton, Ont.

**SAWS, KEYHOLE**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**SCISSORS**
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

**SCALES**
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

**SCALES, MACHINISTS**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**SCREWS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**SCREWS, THUMB**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SCREWS, WOOD**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SCREENS**
Canada Wire & Iron Goods Co., Hamilton.

**SCREEN DOORS**
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

**SCREEN WINDOWS**
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**SCREENS, WELL**
Edward E. Johnson Inc., St. Paul, Minn.

**SCREW DRIVERS**
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

**SCREW MACHINES**
Stratford Brass Co., Ltd., Stratford, Ont.

**SCREWS OF ALL KINDS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SEATS**
Canadian Veneering Co., Acton Vale, Que.

**SEWING MACHINES, ELECTRIC AND MOTORS**
Canadian Westinghouse Co., Limited, Hamilton, Ont.

**SHARPENERS, KNIFE**
The Canadian Hart Products Ltd., Hamilton, Ont.

**SHEARS**
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch & Sons, Inc., Newark, N. J.
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

**SHEARING MACHINES, SHEEP**
Flexible Shaft Co., Ltd., Toronto, Ont.

**SHEATHING**
The Barrett Co., Ltd.

**SHEETING**
Alex. McArthur & Co., Montreal, Que.

**SHEETS, GALVANIZED AND BLACK**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.

**SHEETS, BLACK STEEL**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SHEET METAL PRODUCTS**
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SHOT**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SHINGLES, METAL**
Pedlar People Ltd., Oshawa, Ont.
McFarlane Douglas Co., Limited, Ottawa, Ont.

**SHOP BARRELS**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**SHOW CASES**
Cameron & Co., Toronto.

**SHOVELS, SNOW**
Richardson & Bureau, Montreal, Que.

**SIDING, METAL**
Pedlar People, Ltd., Oshawa, Ont.

**SIGHTS, GUN AND RIFLE**
Marble Arms & Mfg. Co., Gladstone, Mich.

**SIGNS, STREET**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SILVERWARE**
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England
The Meriden Brittania Co., Limited, Hamilton, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

**SILVER-PLATED WARE**
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**SINKS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**SKI**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SKI ACCESSORIES, BINDINGS, WAX AND POLES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SKATES**
Canada Cycle & Motor Co., Ltd., Weston, Ont.

**SLEDGES, BLACKSMITH, COAL, STONE**
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

**SLICERS, FOOD**
W. Drysdale, Montreal, Que.

**SNAPS, HARNESS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SNIPS (TINNERS')**
The Peck, Stow & Wilcox Co., Southington, Conn.

**SNOW SHOES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SNOWSHOE HARNESS**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SOCKETS, WIRE ROPE**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SOLDER**
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.

**SOLDER, AMALGAM**
Wyatt's Products, Toronto, Ont.

**SOLDER, BAR**
The Chicago Solder Co., Chicago, Ill.

**SOLDERING PASTE**
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

**SOLDERALL**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**SOLES, HALF**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**SOAP DISHES**
Landers, Frary & Clark, New Britain, Conn.

**SPARK PLUGS**
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited.
The Canadian National Carbon Co., Ltd., Toronto.

**SPANNERS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SPIDERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**SPIKES, EAVESTROUGH**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SPOKE SHAVES**
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

**SPORTSMEN'S SPECIALTIES**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**SPRAYERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Eureka Planter Co., Limited, Woodstock, Ont.
The New Perfection Sprayer Co., Galt, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**SPRING AND WIRE COILING MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**SPRINGS, WINDMILL**
Burgess-Norton Mfg. Co., Geneva, Ill.

**SQUARES**
The Peck, Stow & Wilcox Co., Southington, Conn.

**STABLE FITTINGS**
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

**STAINS**
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

**STAINS, STRAW HAT**
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

**STAMPINGS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**STAPLES**
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

**STAPLES, BED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEAMERS AND BOILERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**STEEL, REINFORCING**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL BARS FOR REINFORCEMENT, ALL SHAPES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL STRIP**
Dominion Sheet Metal Co., Ltd., Hamilton.

**STEEL LOCKERS AND SHELVING**
Dennis Wire & Iron Works, London, Ont.

**STEEL INGOTS, OPEN HEARTH**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL, MILD, SLEIGH SHOE, TIRE**
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL BANDS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**STEEL MERCHANT BARS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STENCILS AND INK**
Hamilton Stamp & Stencil Co., Hamilton.

**STOOLS**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**STONES, SHARPENING**
The Western Hardware Mfg. Co., Milwaukee, Wis.

**STORE FIXTURES**
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

**STORE FRONT CONSTRUCTION, METAL**
Hobbs Mfg. Co., Montreal, Que.

**STOVES AND RANGES**
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Doherty Mfg. Co., Sarnia, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
The McClary Mfg. Co., Ltd., London, Ont.
D. Moore & Co., Limited, Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.
Tudhope Anderson Co., Limited, Orillia, Ont.

**STOVES, ELECTRIC**
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

**STOVES, OIL**
The McClary Mfg. Co., London, Ont.
The Perfection Stove Co., Ltd. ,Sarnia, Ont.

**STOVES, GASOLINE**
National Stamping & Electric Works, Chicago.

**STOVE PIPE**
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**STRETCHERS, WIRE**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

**SULPHATE OF AMMONIA**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SWEAT PADS**
American Pad & Textile Co., Chatham.

**SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)**
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

**SWIVELS, HOOK**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**TACKS**
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TACKS, SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TANKS, CISTERN**
Beatty Bros., Ltd., Fergus, Ont.

**TANKS, GALVANIZED STEEL**
Beatty Bros., Ltd., Fergus, Ont.

**TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.**
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

**TANKS AND PUMPS, LUBRICATING OIL STORAGE**
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

**TANKS, WOOD**
Beatty Bros., Ltd., Fergus, Ont.

**TAPS**
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

**TAP HOLDERS**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**TAPE, RUBBER FRICTION**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TAPES, MEASURING, STEEL AND WOOD**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**TAPES, MEASURING**
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

**TAPES, POCKET**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

**TEA POTS AND URNS, TEA BALL**
Landers, Frary & Clark, New Britain, Conn.

**THERMOS BOTTLES**
The Thermos Bottle Co., Ltd., Toronto, Ont.

**THIMBLES, SMOKE PIPE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**TIES, COW**
B. Greening Wire Co., Limited, Hamilton, Ont.

**TIN PLATES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TILING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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# THE BUYERS' GUIDE

**TINSMITHS' MACHINERY**
Brown-Boggs Co., Hamilton, Ont.

**TINWARE**
Sheet Metal Products, Ltd., Toronto.

**TIN PLATE**
O-Rib-O Mfg. Co., Winnipeg, Man.

**TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE**
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TIES, WALL AND VENEER**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**TIRE COVERS**
American Pad & Textile Co., Ltd., Chatham, Ont.

**TIRE PATCH**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TIRE ACCESSORIES**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TOBOGGANS**
J. H. Hanson & Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

**TOBOGGAN CUSHIONS AND ACCESSORIES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**TORCHES**
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

**TOOLS, BLACKSMITHS'**
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

**TOOLS, CEMENT**
E. C. Atkins & Co., Hamilton, Ont.

**TOOLS**
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

**TOOLS, HARVEST**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

**TRAPS, BRASS, IRON, LEAD**
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**TRAPS, STEAM**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

**TRAPS, GAME**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**TOOLS, LOGGING AND LUMBERING**
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

**TOOL HOLDERS (CUTTERS)**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**TOOLS, MACHINISTS'**
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

**TOOLS, SMALL**
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**TOOLS, TROWEL**
E. C. Atkins & Co., Hamilton, Ont.

**TOYS**
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

**TRADE MARK ATTORNEYS**
Harold C. Shipman & Co., Ottawa, Ont.

**TRAINS, TOY**
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

**TROUGHS**
Beatty Bros., Fergus, Ont.

**TRAMMEL POINTS**
Stanley Works, New Britain, Conn.

**TROUGHS, HOG**
Beatty Bros., Ltd., Fergus, Ont.

**TROWELS**
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**TRUCKS, WAREHOUSE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**TRY SQUARES**
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

**TUNGSTEN LAMPS**
The Canadian Tungsten Lamp Co., Hamilton, Ont.

**TUBS**
Wm. Cane & Sons Co., Newmarket, Ont.

**TUBING, BRASS**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

**TUBING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TUNGSTEN LAMPS**
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

**TWINES**
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

**VACUUM CLEANERS AND SWEEPERS**
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Onward Mfg. Co., Limited, Jitchener, Ont.

**VALVES, ACID RESISTING**
Hoyt Metal Co., Toronto, Ont.

**VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

**VALVES, RUBBER PUMPS**
Gutta Percha & Rubber Ltd., Toronto.

**VARNISHES, AUTO, COACH, HOUSE, MARINE**
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
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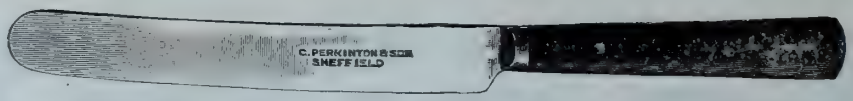

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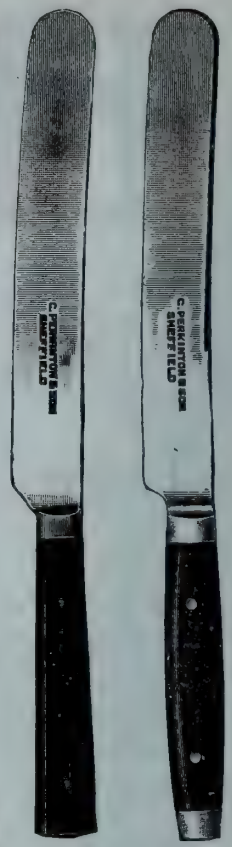

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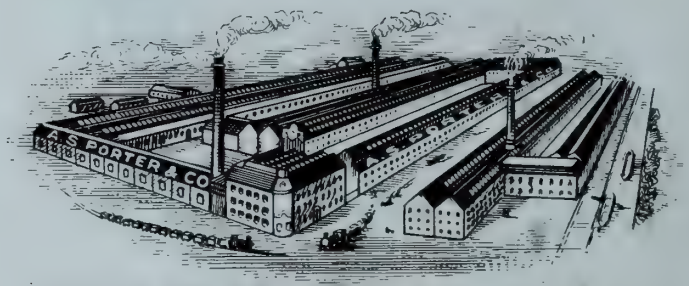


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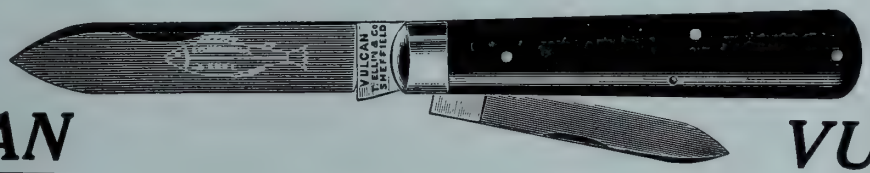

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# LUFKIN RULES

STEEL

SPRING JOINT

BOXWOOD

Meet ALL the Requirements of the Mechanic

Embracing in addition to the old and sturdy qualities,

**Noteworthy Improved Features**

**Insuring Accuracy of Reading, Ease of Use and Saving of Time**

APPEAL TO MECHANICS ON SIGHT

**Ask your jobber.** **Made in Canada** **Send for catalogue.**

**THE LUFKIN RULE CO. OF CANADA, LTD.**

**WINDSOR, ONT.**


*If interested tear out this page and place with letters to be answered.*

# RED

We realize that the present policy of small stocks brings merchants into the market nine times a year where you formerly ordered, perhaps, but three times.

You naturally require exceptional promptness and co-operation in order not to lose orders by being out of stock. The Toronto Plate Glass Importing Company, Limited, has all the facilities, the experience, knowledge, and willingness to give you prompt shipments, close attention, and cheerful co-operation.

We handle glass of practically every kind that you will need to close all your sales: Window glass, plate, figured, mirror glass, stained, wire, bent and ornamental glass. Let us supply you with prices and quotations.

**Toronto**
**Plate Glass**
**Importing Company**
Limited

**Don Roadway** **Toronto**


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*If interested tear out this page and place with letters to be answered.*

Published Every Saturday Since 1888

# Hardware and Metal

Vol. XXXIII. No. 35. THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA AUGUST 27, 1921

# *Preference*

## Why do the women of Canada show such marked preference for

# O-Cedar Polish

It may be the fact that it "cleans as it polishes." It may be the **economy** feature due to the fact that it gives best results when but a few drops are added to a cloth dampened with water. It may be the brilliance of the polish it gives. Or it may be the way that polish **lasts.**

We are inclined to believe, however, that it is the combination of **all** these that influences the housewife in the use of O-Cedar Polish for all furniture and floors.

**Retail Selling Price**

O-Cedar Polish
In bottles, 30c and 60c.

In tins, $1.50, $2.50 and $3.50.

O-Cedar Polish Mop—

| | |
|---|---|
| Small | $1.25 |
| Large | $2.00 |

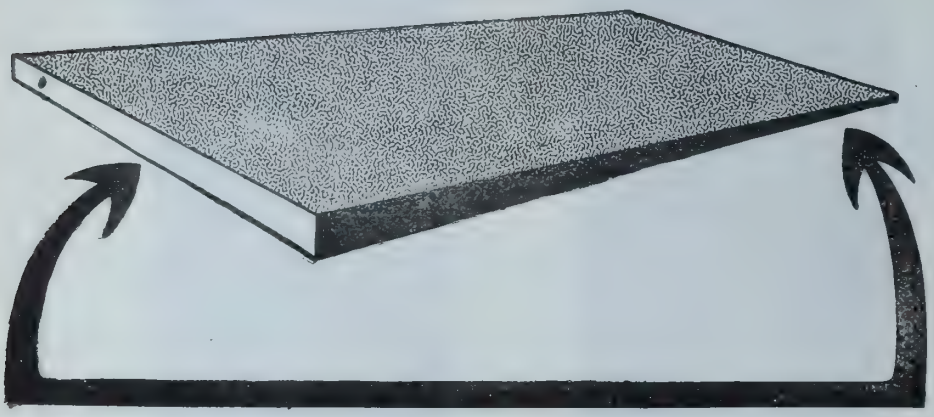
The preference for **O-Cedar Polish** and the **O-Cedar Polish Mop** was never more pronounced than it is to-day. Dealers naturally cater to this preference of their customers—with resulting large sales and goodly profits.

# CHANNELL LIMITED
## TORONTO

# ROOFING
## For All Demands

## H. S. Howland, Sons & Co., Limited, Toronto

# The *Only* Asphalt Shingle That Is Tapered



Winthrop Tapered Shingles are the *only* tapered asphalt shingles manufactured. They have three outstanding features that make them a perfect roofing:

1—They are the big butt shingles—the only asphalt shingle that gives a shadow line, which so improves the appearance of a roof—something architects have long wanted in Asphalt Shingles.

2—They are scientifically constructed. *They are tapered.* Being thicker at one end than the other, the butt of the shingle over-lapping lies flat on the upper part of the shingle in the row below. No rain or snow can accumulate underneath—wind cannot get under them and blow them off.

3—*Being tapered* extra thickness and weight are distributed where extra thickness and weight are needed—in the part exposed to the weather.

*We have obtained a special license to manufacture these shingles under the brand*

# Brantford

## Winthrop Tapered

## Asphalt Slates

*—the* Big Butt Shingle

Quality of materials and production methods are of the usual high Brantford Roofing standard.

Brantford Winthrop Tapered Asphalt Slates are made from carefully selected Felt saturated and coated with a special blend of asphalts. Real quarried, crushed slate, in its natural colors (red or green or blue black) is embedded into and encrusted on them while the asphalt is hot. They are unaffected by climate. The colors are permanent, and never need staining. They are highly fire-resistant *and they are tapered.*

Distributed under Brantford Roofing trade marks, through Brantford Roofing Dealers. Stock carried, information furnished, service rendered by our dealer in your district.

*Write for our valuable history of roofing "Shelter." On every page is a photograph of a different kind of a roof, in a different part of the world. It will be mailed free to responsible parties.*

**Brantford Roofing Co., Limited**

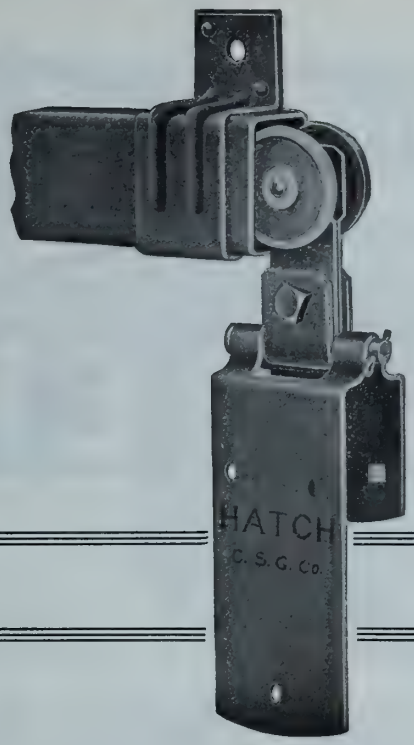
*Head Office and Factory, Brantford, Canada.*

*Branches at Toronto, Montreal, Winnipeg, Halifax.*

*An Old Friend of the Trade*

# The Hatch

## Trolley Hanger




## Moderate Price -- Quick Turnover

This perfect-action hanger sells extraordinarily well because it might be said to be "made to measure for the Canadian trade."

The Hatch Hanger is the result of a thorough investigation of the requirements of the hanger-users and the trade in general, and the hanger fills exactly the wants of the trade and consumers. This accounts for its splendid sales.

A smooth, easy-running hanger with apron 6 inches long and 3 inches wide. It moves with perfect action on roller bearings. Packed for shipment one pair in a box complete with bolts and end caps for track; 12 pairs in a case. Weight, per dozen pairs, 85 lbs.

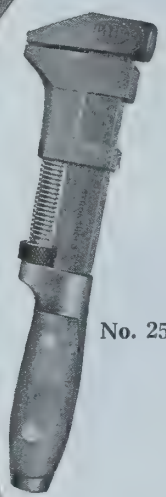
**Drop Us a Line for a Catalog**

**Canada Steel Goods Co., Limited**

**Hamilton, Canada**

# PEXTO GUARANTEED WRENCHES

No. 100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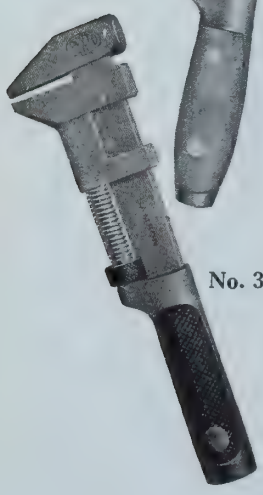
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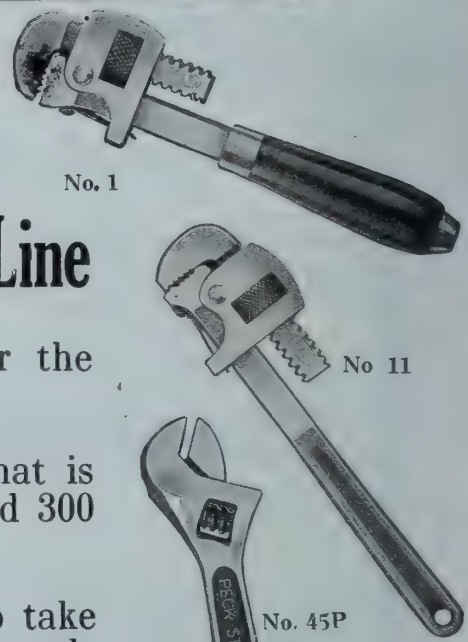
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No 11



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Agricultural

## Choose from This Line

THE wrenches you need for the tool room or repair shop.

If it is unusual strength that is needed, specify the No. 100 and 300 or the 25 and 35.

If you want one wrench to take care of a number of solid angle wrenches ask for the No. 45 Adjustable Angle.

The Pipe Wrenches are made with both wood and steel handles and are built to do a man's job in a man's way.

All guaranteed to give PEXTO Service.

PEXTO

WORTH WHILE TOOLS

# THE PECK, STOW & WILCOX Co.

## Southington, Connecticut, U.S.A.

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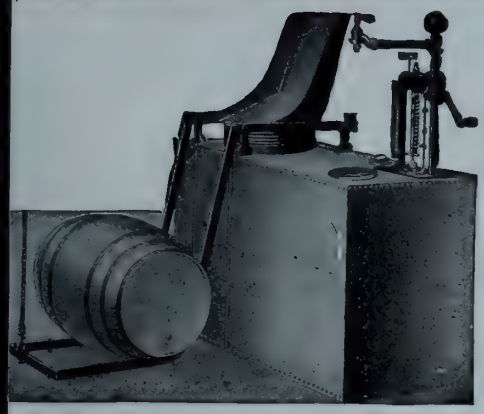
# Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.

Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

## Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

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32 Victoria St., S. W. 1

HAVANA
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**S. F. BOWSER COMPANY, Limited**
66-68 Frazer Avenue, TORONTO, CANADA
Sales Offices in All Centers Representatives Everywhere

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5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60′
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS MACHINE STEEL

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| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

## GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY, LIMITED

WINNIPEG, MANITOBA

# Sell the Spurs The Lineman Wants

Since 1857 Klein Climbers have been standard—their reputation is established among the trade—the hardware dealer who carries them gets the lineman's business.

Every single Klein Climber is carefully forged from the finest spring steel we can buy—hardened and tempered under expert supervision and subjected to rigid factory tests before sold.

The gaff itself is hand tempered and tested, and securely riveted to the leg iron.

The shape of Klein Climbers, the set of the angle and the temper, are all the product of years of experience, and designed for safety, ease and comfort.

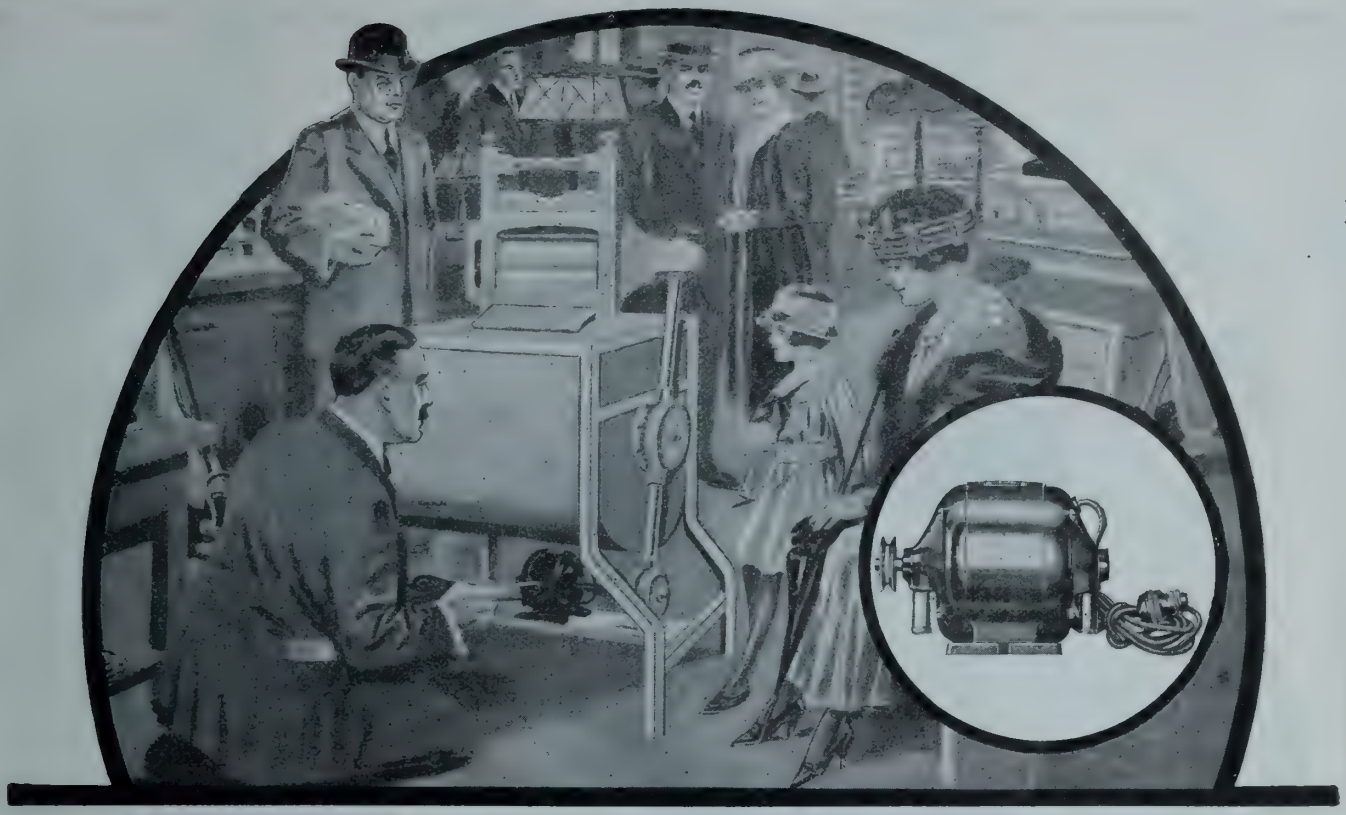
*Klein tools sell at a price that will move the goods and bring a real profit.*

**Mathias Klein & Sons**

3200 Belmont Ave., Chicago, Ill.

**Mathias KLEIN & Sons**

Established 1857 Chicago, Ill. U.S.A.



# Show Her that the Motor is Westinghouse---The Motor She Knows

When you try to sell a motor-driven appliance, the prospect may not be familiar with the appliance itself, but when you point out that the motor is Westinghouse, it means something to her—

National Advertising has been "hammering home" the fact that the Westinghouse Motor is "trouble proof." *It is "the motor she knows."*

Then too, dealers have found that Westinghouse Motor-Driven Appliances invariably need very little servicing—a fact that means permanent sales and permanent profits.

The same quality that is marked in the *Trouble-proof Motor* is part of all Westinghouse Motors. The buffing and grinding motor, and the sew motor are two good over-the-counter Westinghouse sales makers.

## Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO — Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.

MONTREAL—285 Beaver Hall Hill
FT. WILLIAM—Cuthbertson Block
VANCOUVER—Bank of Ottawa Bldg.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

*Repair Shops:*

MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.

VANCOUVER—1090 Mainland St.

WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

CANADIAN WESTINGHOUSE

# Westinghouse

If interested, tear out this page and place with letters to be answered.

## No. 1917 Hangers with 1918 Round Track

**No. 1917 Hanger with No. 1918 Track and Brackets**

No. 1917 Round Trolley Hangers are made of best grade steel; wheels made of deep drawing steel, fitted with steel roller bearings, malleable loops and steel hasp. Packed one pair in carton, with two end stops and bolts, also instructions how to apply. Half or one dozen to case. Weight per dozen pairs, 80 lbs.

No. 1918 Round Trolley Brackets are made of 12 gauge steel, exactly same shape as Track which assures a true fit. Weight per dozen, 12 lbs.

## No. 1918 Hangers with 1918 Round Track

**No. 1918 Flush Hanger with No. 1918 Track and Brackets**

No. 1918 Round Trolley Flush Hanger has no equal for erecting wind or storm-proof doors, can be made to fit as tight as any hinged door. Wheels made of deep drawing steel, fitted with steel roller bearings, malleable loops and bolts with a steel hinged apron. Has vertical adjustments of 1 in., and adjustable for doors, 1 in. to 2¼ ins. thick. Packed one pair in carton, with 2 door guides, 2 ends, bolts and direction sheet how to apply. Packed ½ or 1 dozen to case. Weight per dozen pairs, 176 lbs.

No. 1918 Round Trolley Track is self-draining—no grooves to hold dirt or water. Made of 14 gauge high carbon steel, supplied in 3 ft. lengths only. Packed in 48 ft. crates, weight 115 lbs.; also 69 ft. crates, weight 135 lbs.

No. 1918 Brackets are made of 12 gauge steel, exactly same shape as Tract which assures a true fit. Weight per dozen, 12 lbs.

# N. Slater Company, Limited

**Hamilton, Ontario**

Successors to

## Slater & Barnard, Limited

REPRESENTATIVES:

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| **N. J. Dinnen** Winnipeg, Man. | **A. T. Chambers** Vancouver, B.C. | **T. Mortimer & Co.** Toronto | **H. E. Bull** Montreal, Que. |

# NAILS

## TACKS AND STAPLES

Wire Nails and Cut Nails of every description.

Staples of all kinds —bright, coppered and galvanized.

HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL

If interested, tear out this page and place with letters to be answered.

# "YANKEE"

## PLAIN RIGID DRIVERS

*Cabinet Style No. 95*
*Standard Style No. 90*

**They cannot loosen in the handle in use or abuse. You have our guarantee.**

**They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.**

*Your Jobber Can Supply*

**NORTH BROS. MFG. CO.**
PHILADELPHIA, PA.

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The "NATIONAL" Line
OF
GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

**THE NATIONAL FARMING MACHINERY Limited**
**Montmagny, Quebec**

# CANADA FOUNDRIES & FORGINGS LIMITED

FOR three score years and ten the James Smart People at Brockville have produced various lines of Hardware and Tools. The unfailing worth of these products has established their trade mark, which is the Diamond G. The success of their business is attributed to the recognition by both dealer and consumer of this sign as a Hall Mark of Quality.

## JAMES SMART PLANT

Brockville, Canada

# "They Accepted the Dealers' Viewpoint"

A hardware dealer of national prominence was recently asked to give his view of the underlying reasons for The L. S. Starrett Company's success.

"Well," said he, "In my opinion the most important element in making possible The L. S. Starrett Company's present position in the trade is the fact that Starrett was not satisfied to rest on an established reputation for making good tools.

"Making good tools, was of course, a fundamental requisite to success. Starrett Tools have always been, and are today, good tools. Today the Starrett name on any tool is recognized by tool users as a dependable guarantee of tool quality and accuracy.

"But, as I have said, the Starrett people did not attempt to trade solely on their prestige with the consumer. They have consistently shown a whole-hearted readiness to co-operate with the dealer. On every question of policy they have sought the dealers' viewpoint, and have given it fair consideration. They established trade practices that protected the dealers' interests. They earned their support and friendship by square dealing.

"The success of The L. S. Starrett Company is the logical outcome of its policies—sincerely adopted and honestly followed."

"The Starrett policy is to protect the dealer—consult his interests—seek his co-operation. The principles of fairness and of teamwork with the hardware dealer, which more than any other force have been responsible for the success of this Company in the past, will continue to shape its policies in the future.

## The L. S. Starrett Company

The World's Greatest Tool Makers.
Manufacturers of Hack Saws Unexcelled.

ATHOL, MASS.

# Why Waste Time With Dull Files?

It is good business to throw a dull file away and buy a new one. Dull files mean wasted energy and poor results.

Use only sharp files, and you will get more work done in less time.

The following brands do not get dull quickly, they give maximum service :

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

*FILES AND RASPS*

Made in Canada by

## Nicholson File Company

Port Hope, Ontario

# The Most Helpful Equipment In Business

To-day modern business is transacted with the aid of numerous equipment, counters and display windows and cash registers.

We can hardly get along without them—each has its saving in speeding up of daily sales, and yearly turnovers.

But now you add to other equipment, perhaps the most important of all—Hardware and Metal is the equipment for sending you new business ideas.

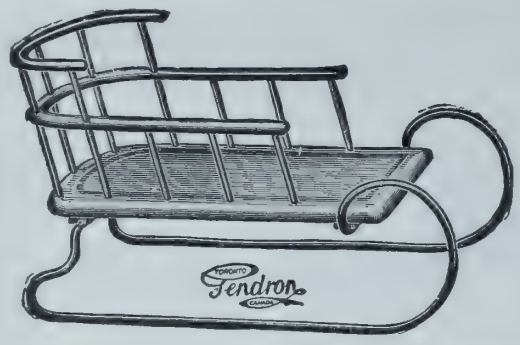
Properly applied ideas increase the hum of the adding machine. Business ideas quicken the ring of the cash register. Business ideas speed up sales and increase turnover. The ideas you will secure from Hardware and Metal cover practically every one of your important business problems.

Ideas on selling, advertising, managing, financing, buying. Ideas on credits, collections, letter-writing, training salesmen, personal efficiency. Information regarding market conditions. Ideas on stock keeping, inventory, accounting, records and a hundred and one other business suggestions and methods.

Surely from such a productive source of ideas there will come many ideas of real dollars and cents value to you.

## HARDWARE & METAL

**143 University Ave., Toronto**




## THE GENDRON MFG. CO., LIMITED

Makers of

**Baby Sleighs**

**Boys' and Girls' Sleighs**

**Bob Sleighs**

*Order now for early delivery*

THE GENDRON MFG. CO., Limited, TORONTO

## BOY AND SLATE
### Puts Dealers in Spotlight

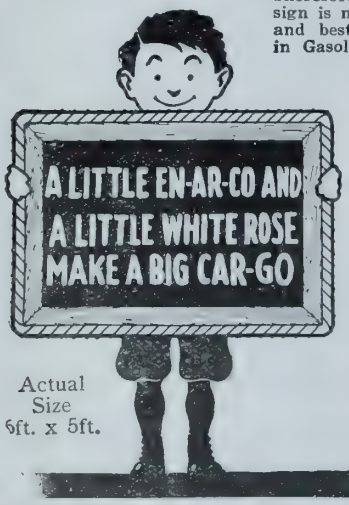
It gets the eyes of motorists. And it gets them every day.

People have been known to actually drive around the block just to see what painted epigram was on the slate "that day."

This is the kind of a sign for you.

### Get This Lively Business-Builder

This sturdy boy and slate is 6 feet high. It is painted in natural colors. It is supplied to En-ar-co Dealers, along with a series of epigrams, that permits a change every other day. Motorists like it—because it is an interesting sign to watch. Therefore, the En-ar-co Boy and Slate sign is now established as the brightest and best business builder for Dealers in Gasoline and Oil.




Actual Size 6ft. x 5ft.

Write us for particulars. Send to our branch nearest you today. Address Dept. H.M. 8. Do this now, before you have had a chance to put it off.

**CANADIAN OIL COMPANIES Limited**

Branches:
Toronto, London, Montreal, Quebec, St. John, Halifax, Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

# NAILS
# WIRE
# BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS

## STRAIGHTENED RODS

## COPPERED AND TINNED WIRE

**Are You a User? Did You Read This Ad.? If So, Ask for Prices.**

## THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

TORONTO

## PINK'S LUMBERING TOOLS

**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87.**

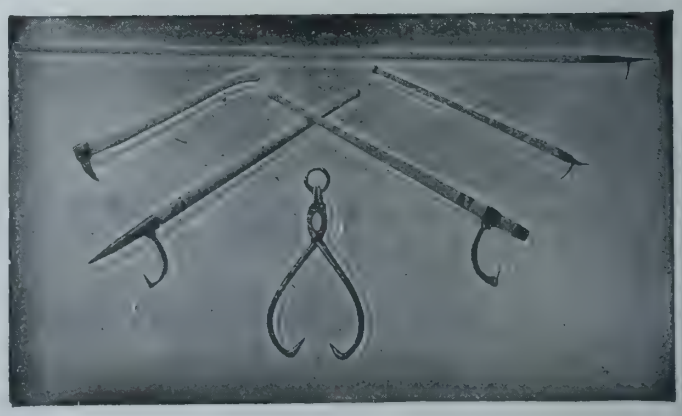
**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

**THOS. PINK COMPANY, LIMITED**

**Manufacturers of Lumber Tools**

**Pembroke** **Ontario**



TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

*True Economy*

# STACK HEATER

The Stack Gas Water Heater will heat water in one minute.

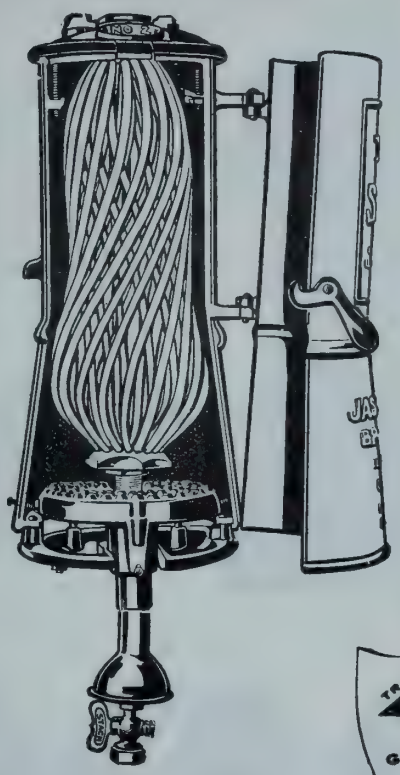
The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.

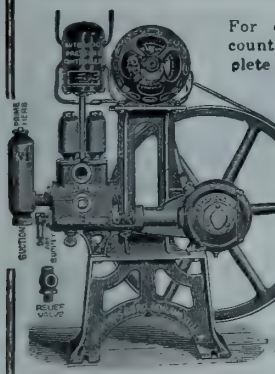
*Send for a Stack Heater Display Card*

**The James Morrison Brass Mfg. Co. Limited**
**93-97 Adelaide Street West, Toronto, Ontario**



TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

**MYERS—Electric House Pumps**



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

**F. E. MYERS & BRO., ASHLAND, Ohio**

**NOVA SCOTIA STEEL & COAL CO., Limited**
**NEW GLASGOW, N.S.**

*Manufacturers of*

**FERRONA PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

# KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

# LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

**FOR QUALITY THAT SATISFIES**

**Send In Your Order Now**

**London Rolling Mills Co.**
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

# Davidson's "BEAVER" Heaters

*We should be glad to supply you in addition to our general catalogue, information on Enamelled Signs, Ranges, Refrigerators, etc., etc.*

These very practical heaters are made in several styles with or without ornamental swing top and nickel plated band. They are made with new roller grate and ash pan and can be shaken down without opening ash door.

They have great heating capacity and are made in two sizes—11¾ in. and 13 in. body diameter—with crank handle complete. Floor pans can be supplied in place of feet if desired.

*The Thos. Davidson Mfg. Co. Limited*

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

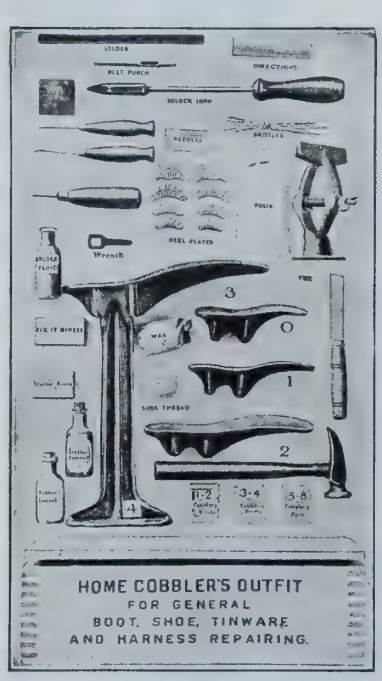
Head Office: 187 Delisle St., MONTREAL

Branches: Toronto and Winnipeg.

Steel Foundry Division: Lachine Canal, Turcot

# DAVIDSON

## "ECONOMIZERS"




There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of today. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs—tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

**MAXWELLS, LIMITED**
**St. Marys, Ont.**

# Bale Ties

NAILS WIRE

## Laidlaw

**In World-Wide Use**

SINGLE LOOP

CROSS HEAD

**The Laidlaw Bale-Tie Co.**
Limited
**Hamilton - - Canada**

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

## Your Customers Require the "New Idea"

# WHY?

Because it gives more heat and uses less fuel. Costs less for repairs and operates easily and satisfactorily.

A New Idea will last a lifetime.

## You Should Sell the "New Idea"

# WHY?

Because the New Idea has a Dominion wide reputation for dependability and economy.

Boosting the "New Idea" insures more profits, more business, more prestige, more satisfied customers.

## The "New Idea" Warm Air Furnace is Fully Guaranteed!

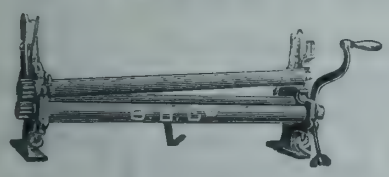
The New Idea contains more heating surface than any other furnace. The large roomy ash pit prevents the ashes from banking up and burning out the grates. The Duplex grate—which is guaranteed for five years, is the strongest, most reliable grate in existence. There are other features too, which combine to make the "New Idea" Warm Air Furnace, a perfect heating unit. Write us at once for particulars of our attractive proposition to dealers. New Stove Catalogue just off the press, which we will gladly mail upon request.

## The Hamilton Stove and Heater Co., Limited

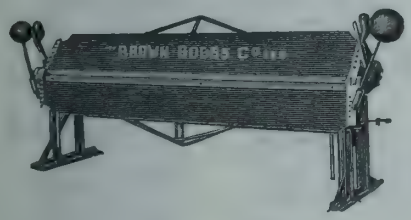
Successors to Gurney Tilden Co., Ltd., Hamilton. 75 Years' successful manufacturing.

**Factory Travelling Representative for Quebec Province, Mr. Charles Nicoll, 614 Aylmer St., Montreal, Quebec.**
**Special Quebec Representatives: Montreal Supply Co., Limited, 16 Craig St. W., Montreal, Quebec.**
**Samples of Souvenir Stoves and Ranges and New Idea furnaces on display and carried in stock.**
**Vancouver Representative: 1073 Hamilton St., Vancouver, B.C.**
**Winnipeg Representative: 134½ Higgins Ave., Winnipeg, Man.**

# Sheet Metal B B Co LTD Working Tools



Forming Rolls

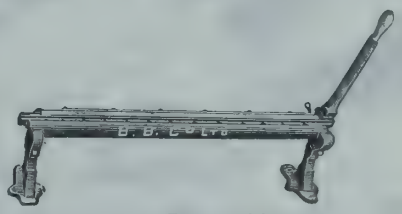



8-ft. Steel Brake

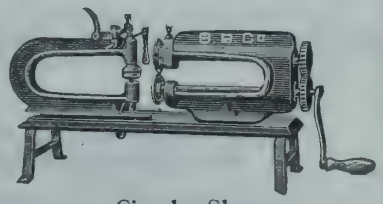
## Greater Production

We have said this many times before, but it is very valuable to you and your shop that you should get maximum production at minimum cost.

This is but telling you that you should make all the money your shop is capable of, by having time-saving, labor-saving tools—Brown-Boggs Sheet Metal Working Tools.



Stove Pipe Folder



Circular Shear

## The Brown, Boggs Company, Limited

HAMILTON - CANADA

*Manufacturers of*

TINSMITHS' and SHEET METAL WORKING TOOLS and MACHINERY, PRESSES, SHEARS, ROLLS, Etc.

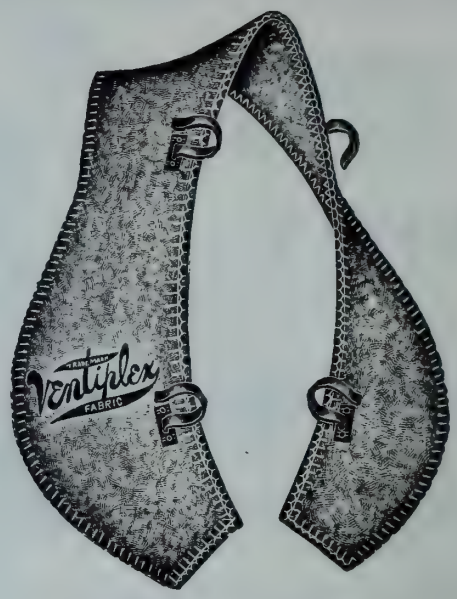
# Why Endure Delays? We Can Ship Promptly

When the goods fail to arrive in good season; when letters go unanswered; when your competitor has the stock displayed, advertised, and selling like "Hot cakes," it's no grand and glorious feeling, is it?

Why tolerate that kind of service from any wholesaler in modern Canada?

We have the capital, storage space, right selections of stock, and the facilities, to ship promptly, the right goods when you want them. A trial order will give us a chance to prove our service. Don't put it off—write us now for quotations.

**Thos. Birkett & Son Co.**
LIMITED
*Shelf and Heavy Wholesale Hardware*
Ottawa, Canada




# VENTIPLEX

## Service and Satisfaction

When you sell Ventiplex Pads you accomplish three things—you provide more comfort for the horse, make a satisfied customer and secure a good profit.

Ventiplex Pads, consisting of a compound of Indian Rubber fibre, soft wool and hair, are thoroughly absorbent and springy. They have no equal for durability, comfort and economy.

**Sell your customers Ventiplex when they ask for pads.**

**The Burlington Windsor Blanket Co., Ltd.**
Toronto Ontario

# More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, Etc.**

**The Parmenter & Bulloch Co., Ltd.**
GANANOQUE, ONTARIO

**John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.**

# Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

**"We Ship While Others Are Thinking About It."**

**Wheeler & Bain**
Toronto, Canada

## Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

*Canadian Agent:*

**F. W. Lamplough & Co.** *46 ALEXANDER ST., MONTREAL*

## "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

***Manufactured in Canada***

Fig. 1.

Fig. 2.

## Over 17 Years of Satisfactory Service

has proved them best for preventing clogged pumps in sand, or gravel. Your customers who suffer from poor water supply at their pumps will welcome—

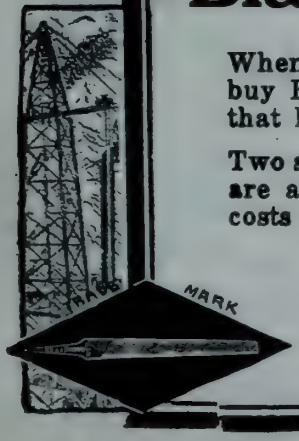
### JOHNSON
### Brass Well Screens

Skilfully designed with a continuous slot that gives greater inlet area; very hard brass that prevents "Sand-cutting" an undercut lip that assures keeping out the sand without itself clogging; and a correct slot-width that keeps sand out yet assures maximum well capacity. Ask for interesting booklets on this subject so important to customers.

Manufactured by

**Edward E. Johnson, Inc.**
2304 Long Avenue
St. Paul Minn.

## Black Diamond for Cutting




When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

**Established 1863**

**Black Diamond File Works**

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

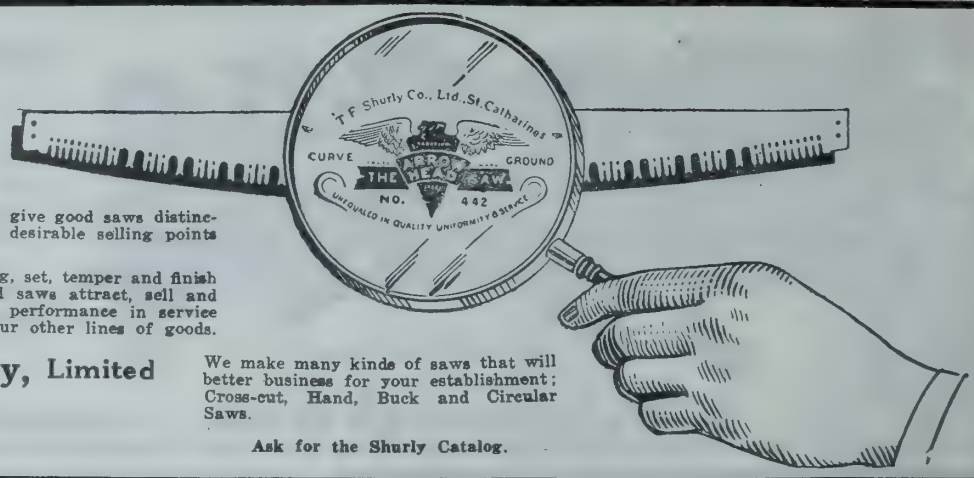
If interested, tear out this page and place with letters to be answered.

## Arrowhead Saws

*Vanadium Steel*

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.




**T. F. Shurly Company, Limited**
**St. Catharines**
**Ontario**

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

**Ask for the Shurly Catalog.**

## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

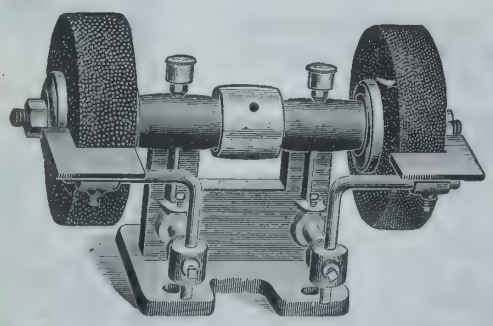
Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

*Ask for Literature*

**Alex. McArthur & Co., Ltd.**
*Established 1879*
**82 McGill Street Montreal, Canada**

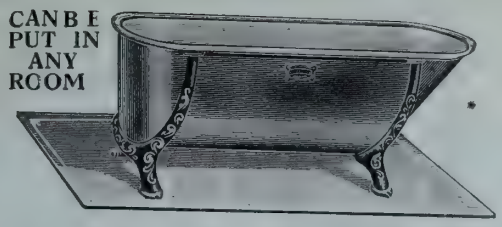


## Perfection Grinder

**No. 80.**

PERFECTION BELT DRIVE GRINDER No. 80 is designed for small machine shops, garages, and farmers having power, either gasoline or electric. It is fitted with two 6x1¼x1-inch wheels, one fine and one coarse (other sizes up to 7 inches can be used).
Frame is 7 inches high. Arbor 13 inches long. Pulley 3x2 inches, operated by belt, either direct from gasoline engine or line shaft. Has babbitted bearings.
**Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto.**

**Star Specialty Manufacturing Company**
**227-233 West Erie Street Chicago, Illinois**




# PROFITS
## in Country Trade

This advertisement is of interest to you if you number among your customers people who live in country localities without city conveniences.

## TWEED ENAMELLED STEEL BATHS

give country folk all the advantages of a modern bath room at a very small cost. Made of galvanized steel enamelled and installed without plumbing, they fill a long-felt want for those who have been suffering from the lack of adequate home conveniences.

Write us for price lists and further particulars about these baths as well as the Tweed Sanitary Closets and other home conveniences.

**THE STEEL TROUGH & MACHINE CO. LIMITED**
**TWEED - ONT.**

# HARRIS HEAVY PRESSURE BABBITT METAL

**ABSOLUTELY**
BEST FOR ALL MACHINERY BEARINGS
**Hundreds of tons in use.**

**THE CANADA METAL CO., Limited**
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

# UNIMECO WROUGHT WASHERS
MADE IN CANADA

## Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

**THE UNION IRON & METAL CO. LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

# Wrought and Steel Plate WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

**Wrought Washer Mfg. CO.**
Milwaukee, Wis.

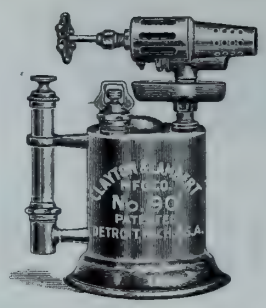
# HOYT METALS

**SELL YOUR SHARE**

Engineers in charge of valuable machinery, and responsible for steady production, know the value of Hoyt Metals wherever speed and fast work are necessary. There are many prospects in your town, where you can introduce Hoyt Metals, assured of consumer satisfaction and new business for yourself.

**HOYT METAL COMPANY**

MONTREAL TORONTO WINNIPEG



# FIRE!

The new, remarkable No. 208 DOUBLE BLUNT NEEDLE TORCH produces the hottest fire, from 200 to 300 degrees hotter than ordinary makes. Soon pays for itself in time and fuel saved. The improved design practically eliminates carbon deposit. Burns either Kerosene or Gasoline by changing the Jet Block. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO.,**
**10615 KNODELL AVE.,**
**DETROIT, MICH., U.S.A.**

**No. 208 Torch.**
**List Price Each $17.00**
**Ask for Discount.**

Why the Head Engineer Stands by

# "Maple Leaf" Belting

## Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

**The Dominion Belting Co Limited**
Hamilton Canada

**The our essential points are here**

**Strength and Looks** **Price and Wear**

Ask Your Jobber

**JOHNSON IDEAL HALTER Co., Sarnia, Ont.**

# JOSEPH RODGERS & SONS LIMITED

**SHEFFIELD, ENG.**

Avoid imitations of our

## CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

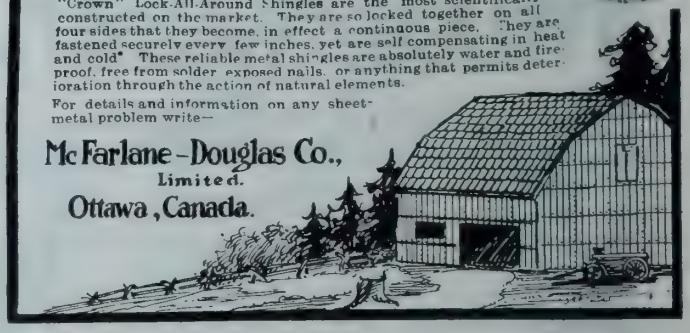
**James Hutton & Company**
MONTREAL

# "CROWN" METAL SHINGLES

## Securely Locked On All Four Sides

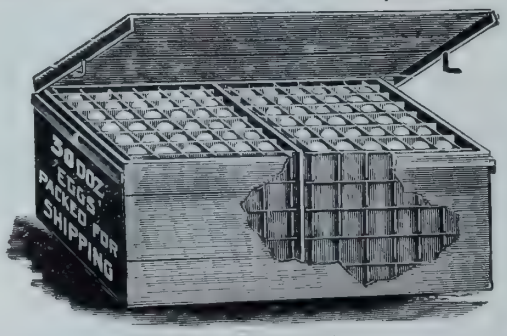
"Crown" Lock-All-Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder exposed nails, or anything that permits deterioration through the action of natural elements.

For details and information on any sheet-metal problem write—



**McFarlane-Douglas Co.,**
Limited.
Ottawa, Canada.

# THE MILLER BROS. CO., LIMITED




**Manufacturers of**
**White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.**
**20-38 DOWD STREET, - MONTREAL, CANADA**

# Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Mica Electrical Insulation of Every Kind.

**Price List on Application.**

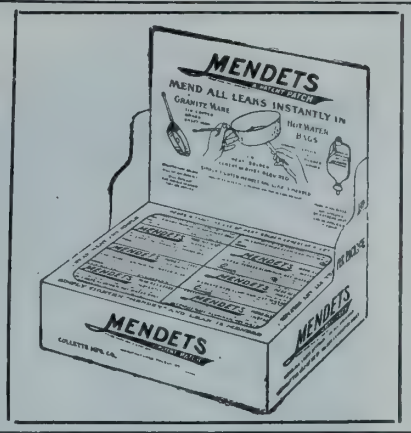
**Mica Company of Canada, Limited**
**P.O. Box 156, Hull, Que.**

# MENDETS
A PATENT PATCH

These effective, patent patches will add astonishingly to the net profits of a hardware store. If you have overlooked them; investigate.
You know almost everybody has leaky pots and pans that they would like to use. Mendets salvage them cheaply, quickly, efficiently. Suggest this idea to your customers by a Mendet display box on the counter.

**Collette Mfg. Company**
**Collingwood, Ontario**

*Your Jobber has them*



No. 206 Torch
List Price Each $32.00
Ask for Discount

## Every Drop of Fuel

Used in the C. & L. Double Needle Torches and Fire Pots produces from 200° to 300° more heat than any other make. They have powerful burners which outlast two ordinary burners. Gasoline or kerosene can be used by changing the jet block. The orifice is cleaned by the upper needle—the lower regulates. They have BLUNT POINTS and the burner cannot be ruined as with sharp-pointed needles which are the cause of over sixty per cent. of burner troubles. Jobbers supply at factory price. Send for complete catalog.

**Clayton & Lambert Mfg. Co.**
10615 Knodell Ave.,
DETROIT, MICH., U.S.A.

# BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

**Dominion Tack & Nail Co.**
Limited
Galt - Canada

# Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

*Trial Orders Solicited—Our Packings Do the Rest*

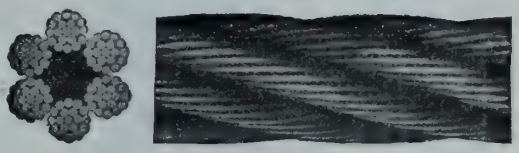
Insist Upon Having the TRADE Packing Bearing Our MARK

TRADE MARK

**TUCK & COMPANY, LIMITED**
LONDON LIVERPOOL CARDIFF, ETC.

*Canadian Representative*
Wm. J. Brown, 117 Youville Square, Montreal
*Stocks Carried in All Sizes* TEL. No. MAIN 2387

# WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady Are you getting your share of this business? We co-operate with you.

*Have you a copy of our Catalogue?*

**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

**CANADA WIRE & IRON GOODS CO.**
HAMILTON

# WILKINSON & KOMPASS

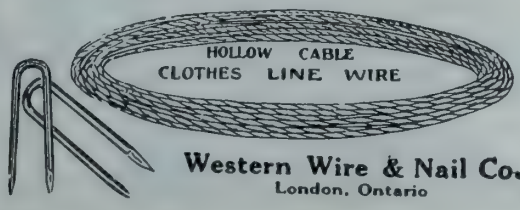
TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

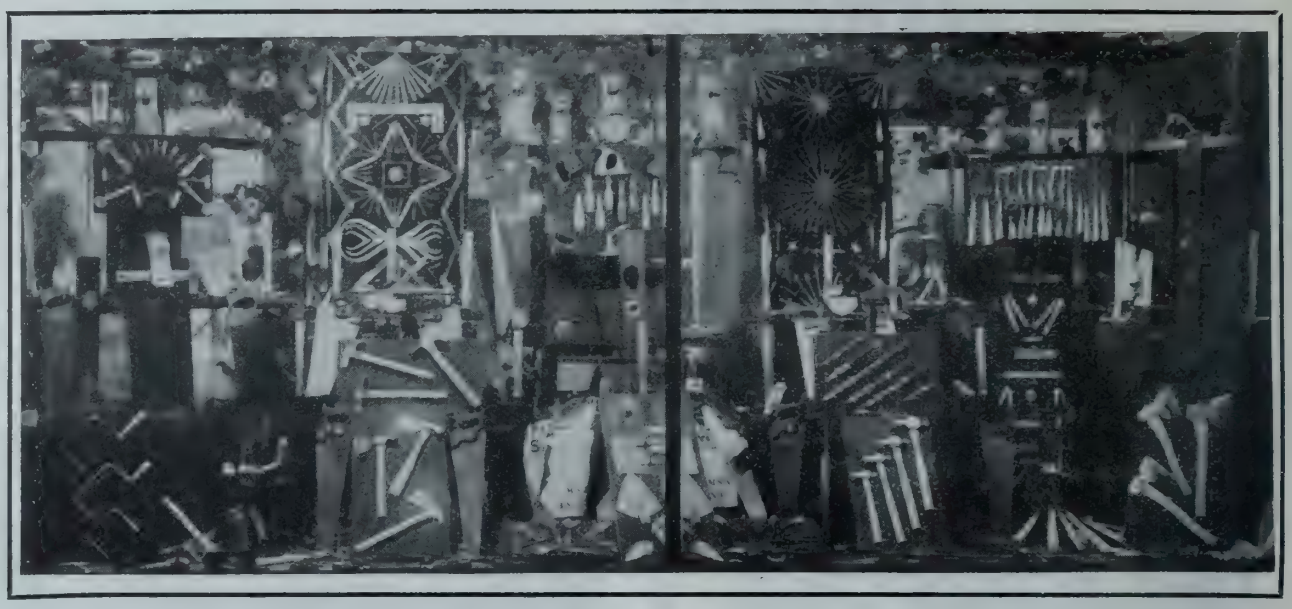
WE SHIP PROMPTLY

**Quality That Repeats Sales**

*We Make*
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.




**Western Wire & Nail Co.**
London, Ontario



# Should Retailers Display Your Goods?

## *Do You Set a Good Example?*

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

## HARDWARE AND METAL

*"Canada's National Hardware Weekly"*

**143 University Avenue, Toronto, Canada**

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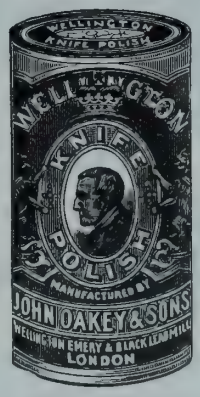


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**Heats While it Irons**

# "COMFORT"

**Self-Heating**

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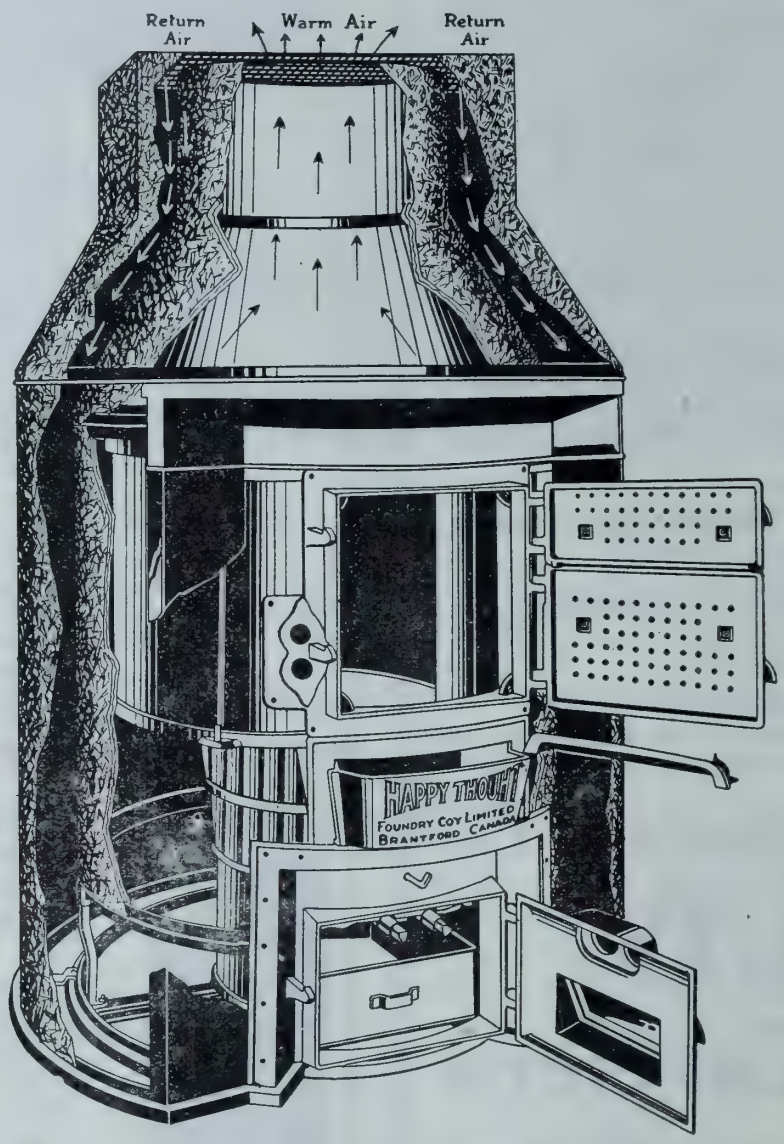
*Stove Building TORONTO Exhibition Booth 18*




*Stove Building TORONTO Exhibition Booth 18*

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A sales maker. A heating machine, tested, proved and reliable. Satisfied Happy Thought users all over your community stimulate enquiries.

The "HAPPY THOUGHT" is the Furnace with the punch—carries conviction—builds Furnace business—holds goodwill—creates a prosperous trade.

Write us for selling plans and literature.

## *The Happy Thought Foundry Company, Limited*

*Brantford* *Canada*

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*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII AUGUST 27, 1921 No. 35

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## OF APPLIANCES AT
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From September 1st to 20th our No. 90 Six Pound Electric Iron (here shown) and our No. 102 Three Pound Travelling Electric Iron will sell to the public at the price each of

*$5.00*

This New Canadian Beauty Toaster Stove No. 235 during the 20 day special sale ending September 20th, will be sold to the public at, each,

*$6.00*

THE last day is September 20th.

It's the very last day. From September 1st to 20th the public is being offered our New Canadian Beauty 6 lb. No. 90 Electric Iron, 3 lb. No. 102 Electric Iron and No. 235 Toaster Stove at greatly reduced prices.

The irons during this special sale will sell at $5.00 each and the stoves at $6.00 each. Compare these with the regular prices, and you'll appreciate what a remarkable bargain the public is getting.

After the twentieth these appliances will once again sell at the regular prices of $7.50 for the 6 lb. iron, $7.00 for the 3 lb. iron, and $8.50 for the Toaster Stove. This sale is being heavily advertised in such a way that the public will come to your store TO BUY.

In order to make this a worth-while proposition to all concerned we have put special prices to dealers on these lines. You can purchase as many irons and stoves as you want at these special prices, but of course, they must not be put on sale to the public at reduced prices except during the twenty-day sale from September 1st to 20th.

We have already received a number of good-sized orders from dealers at these prices, several shrewd ones pointing out that they are buying not only for the special sale, but also for selling after the sale is over when the regular prices go into effect again.

Are YOU going to cash in on this sale? If so, act speedily and get your order in right away.

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. AUGUST 27, 1921 No. 35

# Discrimination Against Hardware Retailers

Department store allowed to offer for sale weighing scale of spring variety which hardware merchants are prohibited from handling—Inspector shows ignorance, wanton or otherwise, of facts of the matter.

FLAGRANT discrimination against the retail hardware trade and in favor of the departmental store on the part of an official of the Weights and Measures branch of the Department of Customs and Inland Revenue is evident from the investigation of regulations governing the importation, sale or ownership in Canada of weighing scales of the spring variety.

The affair was introduced when a sample weighing machine designed only for weighing up to 25 lbs. was put before Chief Inspector McConvey, Weights and Measures Department at Toronto for an opinion as to its suitability for the Canadian market, to be distributed through the hardware and other trades. Despite the fact that on the face of the machine were the words "Not legal for use in trade" the inspector took violent opposition to the introduction of this machine into Canada, pointing out that spring scales were not allowed in this country with the exception of a scale for weighing ice and a sportsman's scale.

Not satisfied with this opposition he even decided to seize the sample machine and might probably have taken even more drastic action had not another element been introduced into the controversy. As it was, the machine was retrieved under "Instructions" to return it to the maker within two days. All this despite the fact that the machine was allowed access through our own Canadian Customs Department and was sent to this country unsolicited.

### Department Store Offers Scale for Sale.

The new element introduced by HARDWARE AND METAL concerned the fact that a departmental store and mail order house had on sale in their Toronto store a scale of similar design to the one in question and notification had been given the same day of the arrival of another batch of scales. Upon this being drawn to his attention Inspector McConvey resented what he considered to be an aspersion upon his efforts in his official capacity, and heatedly informed Hardware and Metal that he was a public servant, that justice would be meted out in equal portion to the department store and smaller retail store alike. He further stated that he would not be told what his responsibilities were in fulfilling the offices entrusted to him by an indulgent public. Of course the inspector stated that he disbelieved the statement that the departmental store had the scale in question up for sale. At any rate he would make a thorough investigation and if there were any such scales for sale in the store they would be seized immediately.

After his visit to the department store Inspector McConvey advised Hardware and Metal that the scale in question was merely an "Ornament in a glass case" and that the further shipments of scales arriving for that store were not of the spring type and therefore acceptable.

### Kept as an "Ornament."

He was thereupon asked if the sample scale which he had formerly threatened to seize could not be retained as an "ornament" on the same basis. His reply vouschafed the security of the scale providing no attempt was made to sell, advertise or use it, thus showing remarkable change of attitude.

Following this advice a customer called at the department store and noted the "ornamental" spring scale in the "glass case." As it turned out, however, the "glass case" was a silent salesman and one of the chief salesladies advised that the scale could be purchased for the sum of $33.00.

### No Favoritism Wanted.

Just here it may be pointed out that Hardware and Metal is not at present complaining regarding the regulations governing the use of weighing machines in Canada, providing they are universally applied, but there has been altogether too much affrontery shown by many of the inspectors of various governmental departments toward the smaller retail merchant.

Inspectors of Weights and Measures are appointed as public servants to see that the laws are equally applied, not to show any favoritism or fearsomeness of any one class and to vent their spleen on less influential individuals.

In the case in question Inspector McConvey has shown an ignorance, wanton or otherwise, of facts which he should have, and it is now up to him to carry out the letter of the law or else make a satisfactory explanation of why the department store in question is allowed to offer for sale something which the hardware trade is prohibited from handling.

# The Average Tinsmith is a Retailer

Definite ruling at last forthcoming from Ottawa settling controversial point—Tinsmith who makes articles for special order and not for re-sale is a retailer—Sales tax applies only to goods manufactured for re-sale.

THE continued protests which have been made in regard to the classing of tinsmiths in the category of manufacturers for purposes of taxation, have at last brought some results in the form of a definite ruling given by the Deputy Minister of Customs to local Collectors throughout the country, which clearly sets forth that the product of the tin-shop which is made for special order for customers and not for re-sale, cannot be subject to sales tax and the tinsmith ordered to take out a manufacturer's license.

The course of the proceedings have been outlined fully in past issues of Hardware and Metal, showing how officials at Ottawa refused to give any definite ruling and how local Collectors were apparently left to give their own interpretation. This naturally resulted in much confusion because certain Collectors held that tinsmiths were not so liable, while others held that tinsmiths were manufacturers, and threatened to prosecute.

### Becoming Increasingly Difficult

Owing to the fact that two test cases had been won in the courts in favor of the retailers, the tinsmiths were advised by Hardware and Metal, and the Retail Merchants' Association, to pay no attention to the rulings of local Collectors to the effect that they were classed as manufacturers. While this attitude was taken by many merchants, yet it was becoming increasingly difficult for some of them to hold out without prosecution by local Collectors, which would have entailed the paying of court costs for defending the case. Therefore the ruling now forthcoming from Ottawa comes at a time when it will definitely settle in the minds of tinsmiths and Collectors just what their responsibility is.

It is evident from the nature of the ruling that the Department was unable to make a definite application of any one rule to all tinsmiths and sheet metal workers, due to the fact that some undoubtedly manufacture certain articles for re-sale. Therefore the present ruling which differentiates as to the tax, on the basis of whether the article is made for re-sale or for special order work for consumers, is a fair way of overcoming the difficulty.

The statement of the Deputy Minister of Customs and Inland Revenue provides that traders dealing both wholesale and retail can keep separate accounts so that their business can come under different categories of the sales tax involving different rates of taxation. It points out that "in the case of a firm selling exclusively by retail and making goods to the order of a customer exclusively, the sales tax is not applicable."

"If a firm is selling exclusively by retail and manufactures goods to the order of each individual customer and also manufactures goods for stock, it is held that the sales tax is applicable in respect of goods manufactured for stock only.

### Where Sales Tax Applies

"If a firm is selling partially by retail but doing a business also with the trade, the sales tax is applicable in respect of their entire business, providing however that the accounts of the wholesale or manufacturing branch may be segregated from the retail branch.

"The department will hold retailers responsible for the payment of the sales tax under the conditions above defined as respects all sales on and after May 10, 1921."

It is evident from the above ruling that the difficulty is being overcome by allowing separate books to be kept covering articles manufactured for re-sale and articles made up on special order for customers, and sales tax, is collected only on the former. To the hardware merchants and tinsmiths who have postponed taking out manufacturers' licenses they will now know where they stand, and those who hold such licenses can probably be released from any further responsibility by following the advice formerly given, and write the word "Abandoned" across the papers and return them to the Collector.

## Publishing Under Strike Conditions

**Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.**

**Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports etc. are being continued as usual and we would ask the temporary indulgence of readers if the issue is received a little late.**

# New Fixtures Bring 26% Increased Trade

**J. A. McCague, Alliston, Ont., Doubles Turnover in Past Two Years—Substantial Increase in Last Year Since New Store Equipment Was Installed—Using "Personality" in Business — Getting After Prospective Builders.**

FOR a hardware merchant to have doubled the turnover of an established business in two years, particularly in the last two years, indicates that some highly effective measures must have been adopted. This has been the experience of J. A. McCague, hardware merchant of Alliston, Ont., who has accomplished some highly desirable results in the conduct of business in that town since establishing there some two years ago, having bought out a business which had been established there for some years. This merchant has had extensive experience in the hardware business, having formerly located at Stayner, Ont., and it was the varied experiences he has had during his somewhat lengthy connection with the trade which enabled him to adopt measures which were so highly effective in his present location.

For the increase in his turnover, Mr. McCague, in discussing the matter with a representative of Hardware and Metal, placed the most of the credit at the door of "personality" and the introduction of the most up to date fixtures for the display of his stock. Definite statistics will show more clearly just what has been accomplished in this direction.

Mr. McCague is confident that he has doubled the turnover of the last year of his predecessor in the business, this is evident from the figures on his books. Another interesting fact shown by these figures is that since a new set of store fixtures were introduced, about a year ago, the business has increased approximately 25 per cent. Going over the books he showed figures of turnover for the months of April, May and June, 1920 and 1921, which compared as follows:

| | 1920 | 1921 |
|---|---|---|
| April | $1,826 | $2,345 |
| May | 2,099 | 3,027 |
| June | 2,520 | 2,751 |
| | $6,445 | $8,123 |

These figures show an increase of $1,678 in turnover for the three month period, or an increase of 26 per cent. Figures for July indicated the possibility that this increase will be even greater before the year is out. It is significant that his total turnover for the month of July 1920 totalled $2,359, and his turnover up until the twelfth of July of this year was $2,353, or practically equal to the whole month of the year previous. These figures are also indicative of the way in which business is continuing to respond, on an increasing scale, to the methods employed. In view of declining prices, these figures hardly indicate the real extent of the in-

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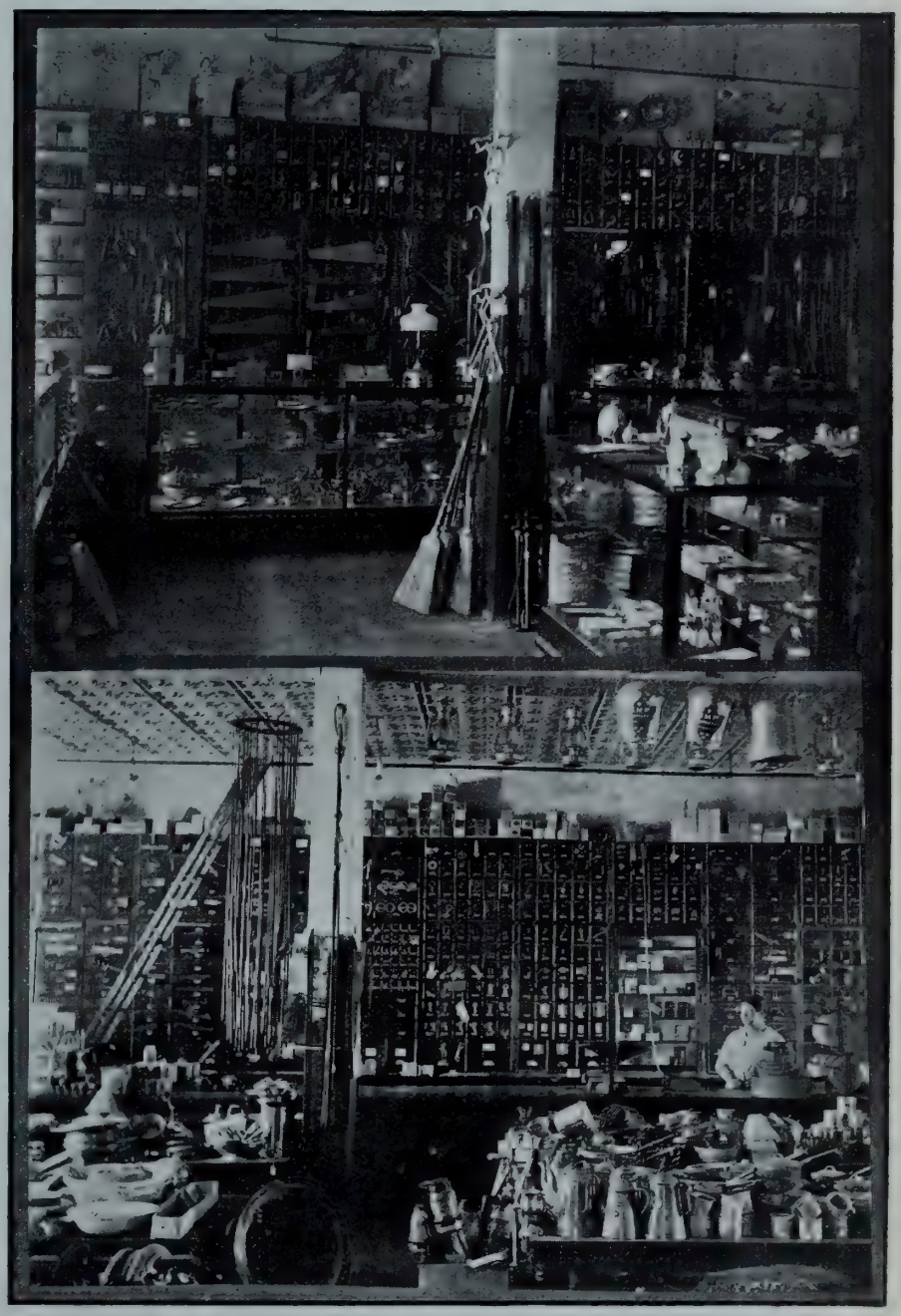

*View of the front half of the wall display in the McCague Hardware, Alliston, Ont., showing the modern showcases, wall cabinets and drawers which are credited with having been largely responsible for the increased business of this firm. The stocks of various shelf lines are shown to advantage by the use of samples attached to the drawers. Tools are shown behind glass fronted sections. A few of the most popular and seasonable lines are kept handy on the top of showcases for ready reference by salesmen.*

*Showing back half of the wall display, this being a continuation of the wall cases shown in the other view. The use of such fixtures brings the whole stock within easy view of customers and within easy access of the salesmen. This saves much time and helps to increase turnover by being a constant suggestion to customers of lines needed. Tables devoted to household goods are seen in the foreground.*

crease in turnover of goods which would be much greater in proportion.

**Let Customers Handle the Goods**

Mr. McCague is a firm believer in catering to that instinct in the average buyer which impels them to buy when they can see and examine the articles in which they are interested. Knowing that the average hardware stock so displayed without the use of up-to-date fixtures will result in a dishevelled appearance to the store, he decided a year ago to put in the latest in store equipment and every day he sees tangible evidence of the value of this move.

"Every day a number of customers who have to all indications completed their buying, will take a glance along the samples neatly displayed on drawers and cabinets, and ask about some article they see displayed in this manner," said he, explaining that such interest, even though it does not result in an actual sale, will give the salesman something on which to work. He remembers that the customer was interested in a certain article, and upon repeatedly enquiring about the customer's needs in that direction, he sooner or later will make a sale. Mr. McCague has experienced the fact that many customers are not acquainted with some labor-saving device or other equipment sold in the hardware store, which they could use to advantage in their homes, and if the stock is stowed away in drawers they have little chance of ever seeing it, and sales are lost.

**Personality a Big Factor**

It was evident to the representative of Hardware and Metal in discussing various phases of hardware merchants' problems to-day, that Mr. McCague places strong faith in the value of personality in business, particularly in smaller centres. He explained that the way he had become convinced of this was to mentally review some of his own experiences with firms with whom he had dealt at various times. On reflection he satisfied himself that the bulk of his business as going to firms which had displayed some interest in him, in a personal sense. He did not mean that they were to pat him on the back or anything of that nature, but firms which, when he called upon them, showed that they knew him personally, calling him by name, and interesting themselves to some extent in him and his problems.

With this in mind, Mr. McCague calculated that many of his townspeople felt the same way, and he immediately developed a faculty for remembering faces, names and some points of mutual interest in connection with each customer. He has proved that this has helped him not only in business but socially and he has made many friends as a result.

Illustrating this, he related how one day an elderly resident of the district entered his store for the first time, to enquire about something, which evidently the regular recipient of his trade had not in stock. He had met the gentleman at some function and learned a little about his hobbies, and so when the enquiry was made over the counter, Mr. McCague, in answering, called the gentleman by name, and later enquired concerning some of his sporting and other interests. The customer was so impressed with this affability that he remarked that though he had been dealing at a certain local merchant's store for twenty years, that he had never been called by name, and doubted very much if any of the clerks or the proprietor of that store knew his name, and that they had never displayed any such interest in him. This customer is now a "regular" at this store.

This is an actual case and is only one of many which this merchant has experienced. It has been sufficient to convince him of the value of showing interest in his customers.

**Sends Literature to Prospects**

No literature or other promotion matter is allowed to go to waste in this store. Window and store cards are used whenever possible and booklets are mailed to prospects. A mailing list is kept thoroughly up to date and not only is the manufacturer's literature sent out to this list, but personal letters are frequently sent in regard to some special lines being featured. Such booklets are also enclosed in parcels of goods and twice a week when the majority of farmers are in town, this literature is distributed in their waggons and automobiles. The trade of this store is largely with farmers and though the price of dairy and agricultural products has been declining rapidly of late, little difficulty is found in securing settlement of outstanding accounts.

**Getting After Builders**

Building activity is gradually increasing in this district and Mr. McCague is working on a plan which will secure for him the maximum amount of business from this source. Enquiries are made as to building work in prospect, and personal letters are then directed to the builders, these being followed up with personal calls in quest of business in builders' hardware and tools.

**Labor Saving Devices Popular**

With the spread of electric power throughout this district, an increasing tendency toward the wider use of labor-saving equipment is noted. In the town of Alliston there are good possibilities for the various electrical appliances and such devices as washers, vacuum cleaners, etc. are featured frequently. It has been found that demonstrations are the best means of selling the latter lines, especially when done in combination with an easy term offer.

Recent experience has shown that farmers are taking on more city lines, such as engine driven washers, etc., where no electric power is available. This tendency is also noticeable in sales of high grade utensils such as aluminum ware, silverware, etc.

**Doubles Paint Trade**

Paint trade in the McCague store is said to have doubled this year. The preservative and decorative value of paint has been impressed upon prospects by means of literature and letters sent out to the mailing list, and the lower prices prevailing this year are said to have proved effective in stimulating much paint trade. Insecticides are also said to have had a big sale this summer, due to the activity of various grubs.

The paint department is located right up at the front of the store and is kept well stocked and neat in appearance. Up to the present the majority of the demand for paint has been for household requirements, but the demand for paint for outside purposes has also developed during the past summer to unprecedented proportions.

A tendency which this merchant has noticed, is that in view of the greater proportionate declines on white lead in oil over the ready mixed paints, many customers who have been educated by the trade in recent years, to buy ready mixed paint, are now reverting to the purchase of lead, colors, etc., and mixing their own paint. Of course there are arguments against this, but price is found to be one of the big talking points at present and this favors the buying in bulk.

**Auto Accessories**

While a considerable stock of automobile accessories is carried throughout the year, it has been found that motorists in the district generally follow the plan of thoroughly remodelling their cars in the spring of the year. Owing to the fact that in these rural districts the roads are hardly fit for much motoring during the winter months, the cars are not used to a great extent at that time, but in the spring the need for thorough overhauling is increased by the winter's idleness, and then comes the opportunity to sell many lines of accessories for use on the car and to assist in the cleaning up process.

**Demonstrates Value of Ammunition**

While the sale of firearms was hindered for some time, due to the strict regulations, it has been the experience that now with these regulations relaxed, the sale of firearms has bee noticeably stimulated. Carrying out the general idea of displaying the goods to the best advantage, this merchant shows in a prominent location on the top of one of the show-cases, near the window, a bar of soap, through which a large hole has been gouged by a shot from a .22 rifle. This is the firearm sold for offensive work against groundhogs, and the card by the display says "Good medicine for groundhogs."

**Replacement Values Prevail**

Owing to the fact that some little complaint is occasionally heard from farmer customers concerning the prices of hardware, in view of the extensive decline which has taken place in their products, Mr. McCague follows the plan of immediately passing on any advantage which may accrue from such reductions. His prices are immediately revised downwards on lines reduced by manufacturers and wholesalers. He finds that this policy is greatly in the

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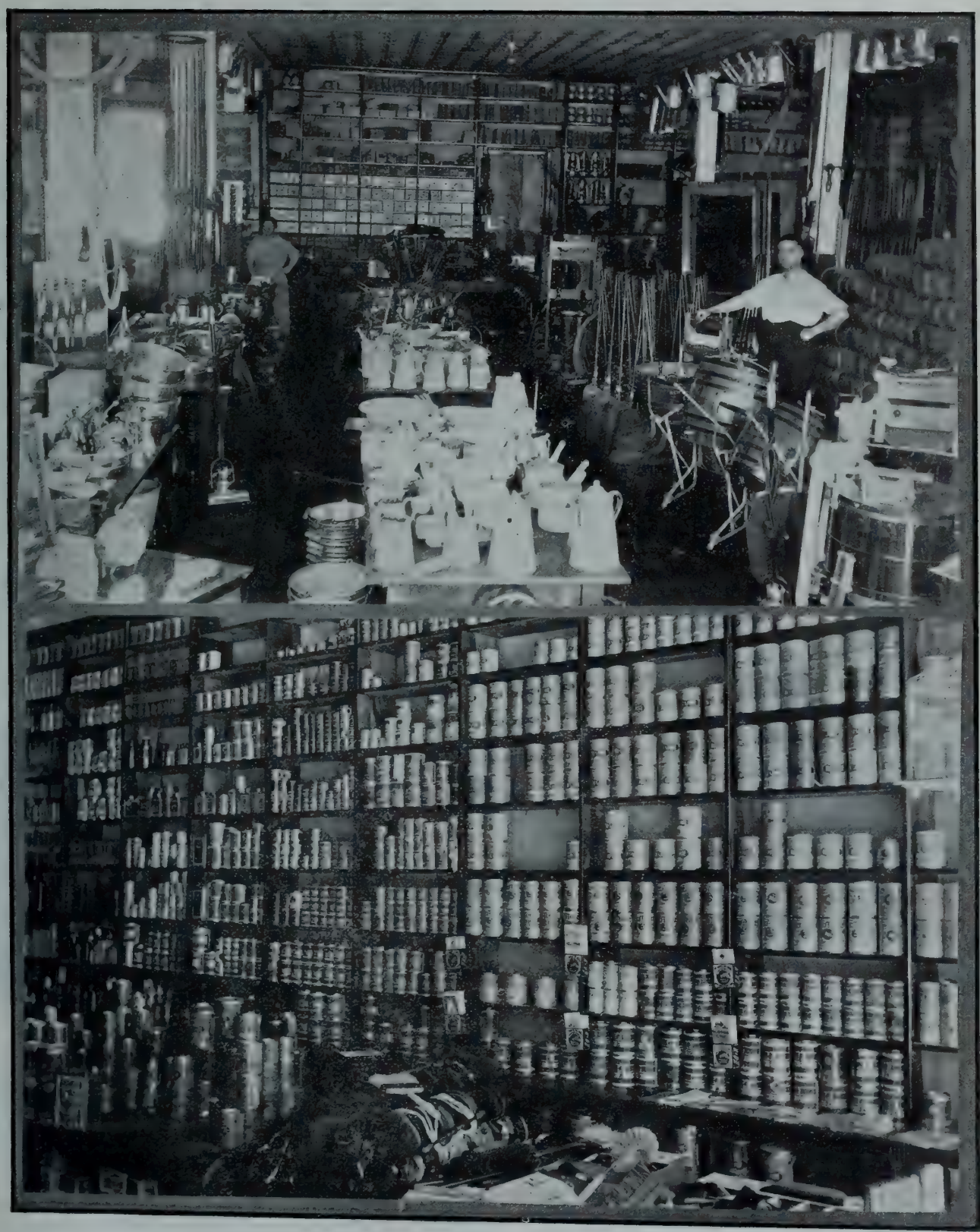

*General interior view showing some of the display facilities provided in the J. A. McCague Hardware, Alliston, Ont. The plan is followed of grouping most popular lines on these tables where they are easily handled by customers, and each article is prominently price marked. Churns, power washers, vacuum cleaners and other labor saving devices, which are quite popular with the farm trade of this store, are shown arranged near the front of the store.*

*A well assorted paint stock is kept in a prominent location right at the front of the McCague Hard-Ware, Alliston, Ont. The use of modern fixtures gives the stock a neat, well arranged-appearance. On the counter some sample cans of household finishes are grouped where they may be readily handled by customers. The brush stock is arranged in sections according to type and grade.*

Hardware and Metal

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PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

IT IS encouraging to see that Canada's adverse balance of trade is declining. In 1920-21 our adverse balance in trade with the United States amounted to $264,459,311 and while this seems large it really is less by $107,000,000 than the adverse balance of the previous year. It is also far less in proportion to the total trade than it was several years before the exchange was disturbed. The theory is that the adverse rate of exchange against Canada is caused by the adverse balance of trade, yet in years when the adverse balance was far greater than to-day our dollars were accepted in the U.S. at par.

## IDEAS FOR RETAILERS.

THERE is no question but that it is helpful for retail hardware merchants in all parts of the country to pay a visit to the Canadian National Exhibition held in Toronto each year. A holiday is well deserved by many retail merchants, and in some cases the merchant's vision is even apt to become narrowed through failure to take advantage of educational facilities offered. The Exhibition affords not only an opportunity for a holiday but for a more intimate understanding of how big business is conducted and the various processes passed through by the goods the retailer sells. He will then be enabled to return to his business freshened with new ideas and with renewed vigor for the year's business ahead.

## IS IT FAVORITISM ?

THERE has been too much evidence of a desire on the part of certain Government inspectors to exercise authority to the limit where the defenceless individual retailer is concerned and to sidestep the responsibility where more influential interests are involved. The facts of the case in many instances are too clearly defined to indicate that this condition is due entirely to ignorance. Though Governmental regulations are laid down for the guidance of its various officials it is nevertheless a fact that the personal sentiments of the individual inspectors are sometimes reflected in the carrying out of those regulations to the letter, and no doubt the inspector is frequently called upon to use his own judgment in certain matters. While undoubtedly there are a great many inspectors whose ability and integrity is unquestioned, it is just possible that some may be inclined to take the lines of least resistance in the execution of their duties.

A case which is outlined in this issue indicates a somewhat vacillating tendency on the part of an inspector in the Weights & Measures Department in Toronto, in dealing with a case pertaining to the sale and importation of spring weighing machines. The facts show that even though the official was in possession of the details of the case that the departmental store is enabled to offer for sale a spring weighing scale which according to the inspector is prohibited for use in this country. Enquiries were being made with a view to importing the scale for distribution through the retail hardware trade. The case is evidence which bears out the statements made in this editorial.

Hardware merchants have no desire to disrespect the laws of this country, but they insist on receiving a "square deal" and in having the regulations equally applied to all branches of trade. A regulation or a vacillating official allowing the departmental store or mail order houses privileges which are denied the retail store will not be tolerated. The regulations on the point in question appear, upon investigation, to be sufficiently definite. It is therefore up to the Toronto inspector to see that they are equally applied.

## ANOTHER VICTORY

ANOTHER victory for the retail merchants is evident in the final ruling handed down by the Deputy Minister of Customs and Inland Revenue this week which makes a distinction between work done by a tinsmith and thereby settles the question as to whether or not he is liable to a manufacturers' license and compelled to collect sales tax on his product. The distinction is that the sales tax is collected only on goods manufactured for stock and not on goods made to the order of individual customers. Separate accounts are to be kept for the various departments of the business so as to show clearly whether goods are produced for re-sale or for special order.

This point has caused a great deal of controversy for some time and the strenuous objection made. Hardware and Metal has helped to draw attention to the matter by setting forth the unfair conditions which the ruling brought about in the hardware trade. This objection was taken through the paper and by personal representations to the officials of the Department of Customs and Inland Revenue at Ottawa.

Several times during the past two years has legislation been passed by the Government which has been obviously unfair to the retail merchant, but by means of strenuous objection and pointing out the unfairness of the regulations in question, the matter has generally been rectified. Such was the case with the Luxury Tax legislation, Firearms legislation and now the Sales Tax legislation applied to retailers. Apparently the voice of the retail hardware merchant, as sounded chiefly through the medium of editorial data in such a paper as Hardware and Metal which has thoroughly analyzed the situation and pointed out the fair method of dealing with it, on numerous occasions, is being heeded more by Government officials today than in past years.

## AN OPPORTUNITY FOR CANADA

Much of what trade Canada had with Brazil was formerly done through New York, and does not figure directly in the trade returns. Now we have a direct steamship service through the Canadian Merchant Marine working with the ships of the Houston Line. It is also important to note that some Canadian banks have branches at Rio Janerio, Sao Paulo, and Santos, with others contemplated.

The former Brazilian Consul at Montreal in a recent interview stated that, largely because of the improvement in shipping and banking facilities, trade and the number of requests for information about Canada were constantly on the increase, and there was an excellent chance of Canada doing business in Brazil.

The total imports of Brazil in 1919 were $333,000 000; and potentially it is one of the largest markets in the world for manufactured goods. Of all the South American countries it is the largest exporter to the United States and the second largest importer from that country. The chief manufactured goods imported are iron and steel, machinery, tools, cotton goods, paper, ink, chemicals, flour and other food-stuffs, beverages, canned goods and extracts.

# *Events in the Trade*

## BUSINESS CHANGES

Domremy, Sask., Albert E. Scott, hardware and furniture, has sold out to Lars Olsen.

Montreal, Leclerc & Frere, hardware, have dissolved partnership. New registration under same name.

Oakburn, Man. J. H. Rankin, tinsmith, has discontinued business.

Toronto. S. P. Sykes, hardware and plumbing, is closing out hardware department.

## OBITUARY

London Ont.—The death is announced of Thomas Jones, president of the Cowan Hardware Co. and President also of the London Retail Hardware Dealers Association. Some weeks ago while attending a Rotary Club luncheon Mr. Jones was stricken with paralysis which

*Late Thos. Jones*

affected his entire left side. For a time his condition showed improvement but later complications including heart weakness developed and he has been sinking steadily. He was removed from St. Joseph's hospital to his home prior to his death.

Sincere sympathy from a wide circle of friends is extended to W. B. Dalton, wholesale hardware merchant, Kingston, Ont., in the death of his youngest son, Leonard de St. Croix Dalton.

## ADDS TINSMITH DEPARTMENT

Ailsa Craig, Ont.—Roy G. Dodds has opened a tinsmithing and sheet metal department in connection with the McLeod Hardware.

## PERSONAL

E. F. Carter has joined the sales force of Lewis Bros., Limited, and will solicit the territory in Western Ontario recently covered by J. P. Hammill.

Blake Jones and Robert Pierce of the Cowan Hardware Co., London, Ont., have returned after spending a very pleasant holiday fishing and shooting in the Georgian Bay district.

Major W. J. Heaman of Exeter, was a prominent figure at the big Exeter bowling tournament last week. The Heaman trophy was won by N. J. Dore of Exeter.

Reis Padfield who was painfully burned about the face and arms while cleaning out a gasoline tank in the hardware store of W. Young, at Harriston, Ont., is making good progress toward recovery at his home in Mount Forest.

John Brownlee of the J. A. Brownlee Hardware, London, who has been seriously ill for some time, is again able to be around.

Mrs. Dochstader, wife of T. A. Dochstader, of the Howden Hardware Co., London, is seriously ill at her home.

## CONVENTION R. M. A. OF CANADA

The sixteenth annual convention of the Retail Merchants Association of Canada took place in Winnipeg, at the Fort Garry hotel, during the balance of the week from Tuesday, August 23.

E. M Trowern, secretary of the Dominion Executive Council and Dominion Board and Messrs. Henry Watters, treasurer; and F. R. Perrott, assistant secretary were among the officials present.

The opening session commenced at 10.30 Tuesday morning and delegates were registered from all over Canada. The president, J. A. Banfield, presided and many important matters received consideration.

At the conclusion of the convention, J. S. Banfield and E. M. Trowern, started on a visit to all the important places between Winnipeg and the Pacific coast. This trip is being taken in the interests of the Association's work and Messrs. Banfield and Trowern are addressing meetings of the retail merchants at all places.

## RE-ORGANIZATION OF WALTER WOODS & CO. IS ANNOUNCED

Hamilton, Ont. —Announcement is made of the transfer of the business of Walter Woods & Company, to the new firm of Walter Woods, Ltd. The company includes several of the employees, many of whom have been associated with this business for years.

In this manner the founder commemorates the 50th anniversary of the establishment of this business, as it was in 1870 that he commenced in Brantford the manufacturing of brooms, which has

**WALTER WOODS,**

**President of the re-organized company, Walter Woods, Ltd.**

continued to be the principal line to which attention has been given. In 1874 a move to Hamilton took place and that city has been the headquarters of the firm since.

In 1902 a branch warehouse was opened in Winnipeg, which has kept pace with the development of the Canadian North-west.

The Officers of Walter Woods Limited, are,—Walter Woods, President; J. A. Pottruff, Vice-President; J. H. Pickett, Secretary-Treasurer; W. J. Jackson Director; T. F. Cummings, Director; E. F. Clarke, Director and J. M. Proudfoot, Director.

# Marking Imports Regulations Postponed

Imports do not need to bear mark of country of origin until January 1922—
Latest Rulings on the subject.

THE regulations governing the marking of country of origin on imported goods have been postponed from October 1 until December 31, after which imports, with some exceptions will be required to bear the name of country of origin. The regulations are as follows:—

1. This law applies to "all goods imported into Canada" and consequently includes goods originating in the United Kingdom, British Colonies and British Possessions.

2. The country of orgin of a manufactured article may be the country in which the article has been finished by a substantial amount of labor amounting to not less than one-fourth the cost of production of such article in condition imported.

3. Goods entered for immediate exportation or in transit through Canada are not required to be marked.

4. When imported goods are found to be not legally marked, the Appraiser will note the fact on the invoice and the additional duty shall be levied accordingly.

5. The Appraiser will report all articles (and packages as hereinafter provided for) not properly marked to the Collector, who will notify the importer to re-deliver the unexamined packages or to arrange to mark the same and their contents under Customs supervision.

6. The importer may be permitted to mark examined packages and their contents in Customs warehouse, or arrange for the marking of same under Customs supervision on the premises of importer.

7. Whether the marking found on goods in condition imported is as nearly indelible and permanent as the nature of the goods will permit is a question of fact to be determined in each instance by the Collector, subject to the decision of the Commissioner of Customs and Excise.

8. If the importer fails to mark goods when called upon to do so by the Collector, the Collector may require the same to be exported, and in default thereof, the goods shall be treated as unclaimed, dating from time of importation, and if sold, must be sold on condition that they be marked by the purchaser under Customers' supervision.

9. Goods not susceptible of permanent marking may be stamped or labelled for purposes of delivery.

It will be found that while certain kinds of goods, as for example, chinaware and porcelain are capable of being permanently and indelibly marked in the process of manufacturers, it is commercially impracticable to so mark them afterwards.

Goods of this class, if not so indelibly marked in condition imported, will be subject to the additional duty as provided, but may be released upon being marked by the importer in a manner as nearly permanent or indelible as the nature of the article will permit as for example, by gummed labels or rubber stamp.

10. Where articles themselves incapable of being marked without injury, are imported in bands, wrappers or containers, or on cores or spools, such bands, wrappers, containers, cores or spools shall be marked so as to indicate the country of origin.

11. Imported containers or wrappers intended to be filled with or used upon domestic products are to be marked as required by the Act, but in order to avoid the possibility of origin other than Canadian being imputed to domestic products sold in such imported containers or wrappers because of the marking of the latter, the words, "Container (or wrapper) made in ....." shall be used.

It will not constitute a non-compliance with the Act, however, so as to involve the levy of the additional duty, if the word "Container or Wrapper" as provided in the preceding paragraph be not used in the marking of the goods as imported, but before release from Customs, this additional marking will require to be done.

12. The name of the country of origin is required to be the English or French name of such country. Hence for example, the use of the word "Nippon" which is the Japanese word, the English equivalent of which is "Japan" will not constitute a legal indication of country of origin on Japanese merchandise.

13. The name of a city, province, state, department or other division of a country of origin will not be regarded as an indication of country of origin as required by the Act.

For example "Made in Saxony" will not be accepted as a compliance with the Act, Saxony being a part of the country known as "Germany" nor will "Made in Massachusetts" be sufficient, that being one of the states of the country known as the "United States of America."

"Made in U. S. A." will be accepted as a sufficient indication of the "United States of America" as country of origin.

"Made in England," "Made in Scotland," or "Made in Ireland" will notwithstanding the above general regullations, be accepted as sufficient indication of the "United Kingdom of Great Britain and Ireland" as country of origin.

14. Fabric gloves are in the opinion of the Department capable of being marked without injury either by stamping or by means of gummed labels on the inside of the wrist, where the brand or trade mark usually appears.

15. Hosiery may be so marked upon the foot where the brand or trade mark usually appears.

16. Cloth and material in the web or roll capable of being marked without injury shall be so marked with indication of country of origin upon three yards each thereof, and in case of carpets upon each five yards thereof.

17. The cases, dials and movements of watches and clocks, whether or not assembled or attached, shall separately have country of origin cut, engraved, diesunk, painted or printed thereon conspiciously and indelibly. This marking may be on inside of the case, the face of the dial and the plate of the movement.

18. The following goods will not be required to be marked with the indication of country of origin.

Metallic goods which are not intended for sale to the consumer in the condition imported but which are merely raw material for use in the manufacture of articles in Canada, crude rubber, crude clay, hides and skins, raw furs, corkwood manufactured, marble and stone in the rough, broom corn and bristle, fibre, rags.

Partly manufactured materials to be further manufactured or finished in Canada before passing to the consumer.

Completely manufactured parts for incorporation into articles of Canadian manufacture before passing into use by a consumer, or

Partly or completely manufactured parts for use as repairs to articles made in Canada or imported and already indelibly marked with other country of origin.

Provided that there shall be incurred in Canada at least 25 per cent. of the total cost of production of the article going into consumption in Canada into the manufacture or construction of which raw material or partly or completely manufactured parts shall have entered.

And provided that on every entry at Customs of goods as described in this Section a statement shall be placed by the importer certifying to facts sufficient to classify the importation within the provisions of this section.

19. The statute required that the country of origin be indicated in the marking. Hence the word "Made," "Produced," or "Grown" may be used in the marking to suit the circumstances.

Additional rulings and regulations issued from time to time by the Department will be communicated to Collectors of Customs and Excise by circular.

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## STOVES AND FIXTURES RENDERED USELESS

Kingston, Ont.—As a result of the gas supply being cut off at Napanee, because the concern was not paying, the residents of the town are of necessity going back to the old style of coal oil lighting and heating. All kinds of gas stoves and fixtures installed by the consumers have been rendered useless and are being offered for sale at bargain prices.

# Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

THE downward trend of hardware prices continues to be apparent, with each successive week recording changes in quotations on various commodities. Revisions noted on the current markets include certain lines of paper sheathings, both dry and tarred; standard globe, angle and check valves; gate valves; roundaway stop and waste cocks; tarred felt; stove pipe; galvanized sheets; scrap metals; ship spikes; class A malleable fittings and tire tape. The outlook for a normal period in fall trading has developed a more confident feeling throughout the various phases of the hardware trade than was apparent during the summer season.

Announcement from Government headquarters that tentative consideration is now being given to the vital question of future reductions in freight rates, has aroused more or less interest in manufacturing and jobbing circles. It is pointed out that should any such declines occur, it would result to the ultimate benefit of the consumer through the consequent effect on hardware prices. Lowering transportation charges on raw materials is more than likely to react towards reducing future production costs; and where the finished products are sold f.o.b. factory, the jobbing houses and merchants will be in a position to appreciate lower freight rates, and adjust re-sale prices accordingly. With reductions in freight charges hovering on the business horizon, it will undoubtedly be more difficult than ever to predict with any degree of certainty the advent of that period when price stabilization of hardware commodities will again develop.

# Montreal Markets

MONTREAL, August 24.—Price recessions on many hardware lines continue to attract attention. Featuring the markets this week are lower prices on different lines of sheathings, both dry and tarred. Of equal importance also, are the new lower prices on all sheets with the exception of the imported English galvanized sheets and Welsh Canada plates. The dull American Canada plates are reduced approximately 12½ per cent, while both black and galvanized U. S. Standard are reduced 25 cents per 100 lbs. on all gauges. Another important decline is recorded in the price of wood screws; bright brass and bronze screws being lowered through a change in discounts. New prices are announced on Taylor-Forbes lawn mowers, showing a slight reduction. Ship spokes and the locked stove pipes are also quoted at reduced prices.

### Wood Screws Are Lowered in Price

**Montreal.**

Through a change in discounts, wood screws bright, brass and bronze, show a reduction. This is the second revision in the past few weeks as discounts were increased one point in July. Following are new discounts on flat, oval and round head:

**WOOD SCREWS—**

Discounts off standard list.

| | |
|---|---|
| F. H. bright | 77½% |
| R. H. bright | 75% |
| O. H. bright | 75% |
| F. H. brass | 70% |
| R. H. brass | 67½% |
| O. H. brass | 67½% |
| F. H. bronze | 65% |
| R. H. bronze | 62% |
| O. H. bronze | 62% |

### Inquiries on Boiler Tubes Fail to Develop

**Montreal.**

Inquiries for boiler tubes continue to come to hand, but few actual sales are developing. Quotations on the various sizes both in seamless and lapweld remain unchanged, and it is now thought that any further revision will be of a minor nature as the market for iron and steel products on a whole are somewhat steadier than has been the case for sometime. There is at any rate a temporary cessation of price-cutting that has prevailed on the outside market recently, and the present prices now quoted are considered well down to a bottom level considering to-day's productive cost. Following are the unchanged quotations:

**BOILER TUBES—**

| | Seamless | Lapweld |
|---|---|---|
| 1 inch | $25 00 | |
| 1¼ inch | 26 00 | |
| 1½ inch | 25 00 | |
| 1¾ inch | 28 25 | 27 00 |
| 2 inch | 27 80 | 23 00 |
| 2¼ inch | 31 35 | 26 00 |
| 2½ inch | 39 65 | 28 00 |
| 3 inch | 46 80 | 33 00 |
| 3½ inch | 60 35 | 41 00 |
| 4 inch | 81 00 | 51 75 |

### Cement Quotations Hold.

**Montreal.**

Quotations on Portland cement are held unchanged since the slight reduction a few weeks ago. Dealers state a fair amount of business continues, as a considerable amount of smaller construction is being undertaken. Following are local prices:

**CEMENT—**

| | |
|---|---|
| Car Load Lots— | |
| Per bag, f.o.b. cars | $0 98 |
| Per bag, delivered | 1 05 |
| Less Than Car Lots— | |
| Per bag, f.o.b. yard | 1 12 |
| Per bag, delivered | 1 22 |

Less 5 per cent.
Rebate 20 cents for empty bags.

### Some Sheathings Lowered in Price

A few of the various lines of sheathings are lowered in price this week, both in dry and tarred. Also tarred felt, which is now quoted at $4.15 per 100 lbs. In the lighter weights of papers, the dry will now sell for 75 cents per roll and the tarred for $1.10; a reduction of 10 cents a roll. Heavy dry sheathing is reduced 30 cts. per 100 lbs., tarred 35 cents. Business in sheathings and building papers is yet quiet, but an improvement is expected with the approach of the fall months. Following are net prices on some of the well-known lines with the revisions noted:

**PAPER**

| | Per 400-ft. roll Montreal |
|---|---|
| Dry fibre No. 1 Anch | $ 1 35 |
| Dry fibre No. 2 Anch. | 75 |
| Dry fibre No. 2 Elephant | 75 |
| Tarred Fibre No. 1 Anchor | 1 45 |
| Tarred Fibre No. 2 Anchor | 1 10 |
| Elephant Brand, tarred No. 2 | 1 10 |
| Surprise Fibre | 95 |
| Stag Sheathing | 95 |
| Cyclone, dry | 1 35 |
| Cyclone, tarred | 1 45 |
| Empress Dry Sheathing | 1 45 |
| Joliette Sheathing | 75 |
| Joliette tarred | 1 10 |
| | Per 100 lbs. |
| Monarch Sheathing, white | 5 75 |
| Monarch Sheathing, gray | 4 75 |
| Straw Sheathing, heavy, dry | 3 75 |
| Red Star Brand Heavy Tarred Straw | 3 90 |
| Imp. White Sheathing | 5 75 |
| Imp. Grey Sheathing | 4 75 |

| | |
|---|---|
| Scythe Brand dry straw | 3 75 |
| Carpet Felt | 6 00 |
| Tarred Felt 7.10 and 16 oz. | 4 15 |

## Sheet Prices Again Show Decline

**Montreal.**

It is quite apparent that sheet quotations did not reach a steady market when the reduction on all lines was recorded three weeks ago, as this week further reductions are made on practically all kinds. Black sheets are reduced from 10 to 25 cents per 100 lbs. on all gauges, while the U. S. standard galvanized sheets show a decline in price of 25 cents per 100 lbs. on all weights. Bright tin plates are also slightly reduced, while Canada plates, the dull American, show the largest decrease when the fifty-two sheet box is now quoted at $5.90. Both the English standard galvanized sheet and the Welsh Canada plate are unchanged, importers claiming that present levels are reasonably low and well down to the cost of laying them on the local market.

The reduction made in these lines this week can hardly be stated as a reflection from the iron and steel market generally, as it is reported that a much steadier condition now prevails at the mills than has been evident for some time past. It is also stated that unless some future development takes place, such as the general wage reduction that is now rumored, prices should remain fairly steady. The present base price of $1.75 on bars, structural shapes and plates offers no incentive for producers to further reduce their prices. The declines therefore are brought about purely through the local dealers, who are apparently anxious to further reduce their stocks and be in a position to meet developments as they take place in the outside market. Following are the revised prices on the different kinds:

| | | | |
|---|---|---|---|
| **BLACK SHEETS—** | | | |
| 10 gauge | 4 40 | to | 4 65 |
| 12 gauge | 4 50 | to | 4 75 |
| 14 gauge | 4 60 | to | 4 85 |
| 16 gauge | 4 70 | to | 4 95 |
| 18-20 gauge | 4 95 | to | 5 20 |
| 22-24 gauge | 5 10 | to | 5 35 |
| 26 gauge | 5 15 | to | 5 40 |
| 28 gauge | 5 25 | to | 5 50 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

| | | | |
|---|---|---|---|
| **GALVANIZED SHEETS—** | | | |
| **U. S. Standard** | | | |
| 10¾ oz. | 7 25 | to | 7 75 |
| 28 gauge | 6 85 | to | 7 35 |
| 26 gauge | 6 45 | to | 7 00 |
| 22-24 gauge | 6 25 | to | 6 95 |
| 20 gauge | 6 10 | to | 6 60 |
| 18 gauge | 6 00 | to | 6 50 |
| 16 gauge | 6 00 | to | 6 50 |
| 14 gauge | 6 00 | to | 6 50 |
| 12 gauge | 6 00 | to | 6 50 |
| 10 gauge | 6 00 | to | 6 50 |

| | Queen's Head | Fleur-de-lis |
|---|---|---|
| **English Standard—** | | |
| 28 gauge | 9 00 | 8 25 |
| 26 gauge | 8 75 | 8 00 |
| 24 gauge | 8 15 | 7 60 |
| 22 gauge | 7 80 | 7 15 |
| 18-20 gauge | 7 10 | 7 00 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

| | |
|---|---|
| **BRIGHT TIN PLATES—** | Box |
| 20 x 28 x 100 lb. basis | $17 75 |
| 20 x 28 IC, 112s | 18 25 |
| 20 x 28 IX, 112s | 20 25 |
| 20 x 28 IXX, 56s | 11 50 |
| 20 x 28 IXXX, 56s | 12 25 |
| **TERNE PLATES—** | |
| 20 x 28 IC, 112s | 17 50 |
| **CANADA PLATES—** | |
| **Dull** | |
| 18 x 24 x 52s | 5 90 |
| 18 x 24 x 60s | 6 00 |
| 18 x 24 x 75s | 6 10 |
| **WELSH POLISHED—** | |
| 18 x 24 x 52s | 8 25 |
| 18 x 24 x 60s | 8 50 |

## Ship Spikes Reduced 50 Cents

**Montreal.**

A reduction of 50 cents per 100 pounds has been made in quotations on pressed or ship spikes, and following are new prices:

5-16 dia. and smaller, $6.50 base, per 100 lbs. 3-8 dia. and larger, $6 00 base, per 100 lbs.

## Iron and Steel Prices Hold

**Montreal.**

Following the recent price cutting developments at the U. S. steel mills, the market is now fairly steady, with its reflection cast locally. The shading of prices brought the base price down to $1.75 on bars, structural shapes and plates, which is generally considered as a bottom level taking into consideration the productive costs and offers no incentive for producers to further reduce their prices. There is some talk of a general wage reduction at the mills, and if such comes into effect it will in all probability bear on the market prices in future, but nothing has come about as yet to cause any interest to be taken in this regard. It is generally conceded that a move in this direction would further reduce prices on iron and steel products generally, but unless some development along these lines occurs, the market is expected to remain fairly steady. Local stocks are low, buyers still watching with interest the outside markets. Current prices are as follows:

| | |
|---|---|
| **IRON AND STEEL BARS—** | |
| Common bar iron, 100 lbs. | $3 40 |
| Refined iron | 5 05 |
| Iron finished machinery steel | 3 60 |
| Mild steel | 3 55 |
| Band steel | 3 55 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 6 00 |
| Sleighshoe steel | 3 55 |
| Tire steel | 3 75 |
| Toe calk steel | 4 45 |
| Harrow tooth steel | 3 70 |
| Mining tool steel, per lb. | 0 23 |
| Black Diamond tool and cast steel | 0 23 |

NOTE.—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

## An Improvement in Pipe Sales

**Montreal.**

Sales of wrought pipe are said to now show a slight improvement over previous weeks. Jobbers are distributing supplies in small quantities, but orders are numerous. The movement of piping has been very regular all during the summer months, but it is hoped that with the Mid-Summer dullness now well over, the increased activity will continue. List No. 52 continues the selling basis and will be found in the current market quotations.

## Fitting Prices Unchanged

**Montreal.**

With sales of pipe fittings small, and of a sorting character, there is little to report on the market. No price changes are announced, although it is stated a revision is likely to be made on malleable fittings when higher prices will be given. This is a movement on the part of dealers who claim present prices are too low and leave no room for a margin for their handling. Following are prevailing discounts:

| | |
|---|---|
| **PIPE FITTINGS** | |
| Cast iron fittings | 20% |
| Bushings, cast | 30% |
| Do., malleable | 30% |
| Flanges | 27% |
| Plugs | 30% |
| Flange Unions | 20% |
| Malleable Unions | 40% |
| Do., galv. | 8% |
| Dart Unions, black | 29% |
| Nipples, ⅛ to 4 in. close and short | 45% |
| Do., long | 55% |
| Do., 4½ to 8 in. close and short | 35% |
| Do., long | 45% |
| Couplings, 4 in. and under | 25% |
| Do., 4½ in. and larger | 5% |

| **Pound Goods—** | Black | Galv. |
|---|---|---|
| Class B | 0 20 | 0 28 |
| Class C | 0 13 | 0 20 |

Add 10%.

## Stove Bookings Are Still Backward

**Montreal.**

The recent adjustment on stove and heater prices has failed as yet to prove a stimulus to fall buying. Manufacturers and jobbers report that buying is fair, but in very small orders, and it is now felt that a fair volume of business will be done during the fall and winter months but dealers will have to be content to supply as the merchant requires. One manufacturer holds forth that if this method of purchasing continues during the active months, there is some danger of being unable to make prompt shipments, especially if the consuming demand is as heavy as other years. However, whether this will be the case or not remains to be seen. Producers also maintain the adjustment prices recently given will hold for sometime, and chances of further reduction for this season are very remote.

## Tire Tape at Lower Prices

**Montreal.**

New lower levels are given on tire tape, and the 1 oz. pkgs. will now cost 62 cts. lb; 2 oz., 60 cts; 8 oz., 56 cts. lb.

## Better Sales in Wares

**Montreal.**

Later summer offers more activity in wares generally, manufacturers and jobbing houses stating that business has shown a marked improvement during the past two weeks. The canning season now demands many lines of tinware, granitware and aluminum ware, and low dealers stocks also contribute toward better sales. There is no change quotations on the various lines since the general revision in the earlier months and the market is now said to be fairly steady with little change expected for some little time at least.

## New Lawn Mower Prices Announced

**Montreal.**

New prices are announced on the Taylor-Forbes make of lawn mowers, and the new discount is 20 per cent. off list prices. There is a slight reduction on some of the mowers, while

others remain at practically unchanged figures. Following are prices on some of the well-known names:

| LAWN MOWERS— | |
|---|---|
| **Daisy—** | |
| 12 inch | $8 65 |
| 14 inch | 9 00 |
| 16 inch | 9 20 |
| **Empress B. B.** | |
| 12 inch | 14 85 |
| 14 inch | 15 40 |
| 16 inch | 15 80 |
| 18 inch | 16 40 |
| 20 inch | 17 00 |
| **Star—** | |
| 12 inch | 11 25 |
| 14 inch | 12 00 |
| 16 inch | 12 80 |
| **Woodyatt—** | |
| 12 inch | 12 50 |
| 14 inch | 13 00 |
| 16 inch | 13 45 |
| 18 inch | 13 85 |
| 20 inch | 14 45 |

Dominion lawn trimmer $9.00.
Less 20 per cent.

## Coal Oil Also Reduced

**Montreal.**

In last week's market reports the price of coal oil was given as unchanged at 19½ cents per gallon. This was an error and should have read 18½ cents. Gasoline prices are held at 32 and 37 cents.

## New Prices on Locked Stove Pipes

**Montreal.**

Prices are given on the locked stove pipes, and a reduction is noted on both the 6 inch and 7 inch pipes. The 6 inch is quoted at 14.00 per hundred, 7 inch $15.00 per hundred.

## Only Fair Sales of Corrugated Sheets

**Montreal.**

The revised prices recently announced on corrugated sheets are generally maintained, although there is still a rather unsettled feeling among the dealers and lower prices are given especially on the lighter gauges. Jobbers report sales as fair but anticipate more activity as the season advances. Following are prevailing prices:

| CORRUGATED SHEETS— | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | $ 7 75 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½%.

## Little Improvement in Range Boilers

**Montreal.**

Little confidence is at present existing in the market for range boilers, and no improvement has been shown during the past week There seems to be little hope now of manufacturers settling the situation through the issuing of new prices, although they still maintain prices are at too low a figure. Jobbers are given little encouragement to stock up to any extent, because of the slack demand at present and the fear of even lower prices. The quotation on the 30 gallon boiler was lowered to $7.50 two weeks ago, and this boiler can be bought at even lower figure through price shading. Nominal prices are the following:

| RANGE BOILERS — | Standard | Ex heavy |
|---|---|---|
| 30 gallon | $ 7 50 | 11 25 |
| 35 gallon | 11 25 | |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | |
| 66 gallon | 28 00 | |
| 82 gallon | 35 00 | |
| 100 gallon | 45 00 | |
| 120 gallon | 54 00 | |

## No Change in Lead Products

**Montreal.**

Prices on the various lines of lead products are unchanged, following the revision in solders and lead sheets last week. The tone of the market is, however, on the easier side due to market tendencies of metals on the primary markets where lead is the only metal showing interest. Sales of these products are onlyfail, a falling off being noted in recent weeks. Following are present quotations:

| LEAD PIPE— | |
|---|---|
| Lead pipe | $ 0 12½ |
| Lead waste | 0 13½ |
| NOTE.—Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends | 10% off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 10½ |
| Do., 3 to 3½ lbs., sq. ft. lb. | 0 10¼ |
| Do., 4 to 8 lbs. | 0 09½ |
| Cut sheets ¼c lb. extra and cut sheets to size ¾c lb. extra. | |
| Solder, guaranteed, lb. | 0 25½ |
| Do., strictly, lb. | 0 23½ |
| Do., commercial, lb. | 0 20½ |
| Do., wiping, lb. | 0 21½ |
| Do., wire, lb. | 0 35 |
| Zinc, sheets, casks | 0 12½ |
| Do., broken lots | 0 12 |

## Lead Features the Ingot Markets

**Montreal.**

The ingot metals are if anything, on a slightly lower basis than was ruling last week with the exception of lead, which holds steady and for which the demand remains quite good. Fluctuations are not excessive, but there is no sign yet of the expected improvement

TIN.—Tin has been subjected to pressure in London and reached a new low on this market. Straights in New York have been sold at 25½ cents, which is the lowest figure touched in many years. Local market dull and quiet with 33½ cents quoted from stock.

COPPER.—The recent decline in prices has not brought much increased buying, and with London slumping, the market there is on a lower level than New York and export business, is therefore considerably lessened. Locally copper is slightly easier at electro quoted at 17 cts., casting 16¾ cents.

SPELTER.—East St. Louis remains firm at $4.20, but London has declined somewhat and the situation generally cannot be considered very hopeful at present. Local market easier at 7 cents.

LEAD.—This metal remains steady to firm and it has done well to retain its level in the face of the declines in other metals. Stocks of lead are none too heavy, and with a steady demand there is no prospect at present of lower prices. Local quotations 6½ cents.

ANTIMONY.—Reports from China indicate a firmer tone there but with stocks so heavy on this side, little interest is taken at present. Prices are maintained at 7½ cts. for Chinese, 8½ cts. for high grade English.

ALUMINUM.—Quotations on aluminum remain unchanged, with the market reported as being very dull. This continues the quietest metal on the list at 30 cents.

# *Toronto Markets*

TORONTO, August 24.—Lower prices are now given on various lines of paper sheathings, both tarred and dry. Tarred felt prices are also reduced. Other price changes on the current hardware markets include substantial reductions on globe, angle and check standard valves, while revisions in discounts leading to lower price levels are also given on roundaway standard stop and waste cocks, and J.M.T. gate valves. Quotations on malleable pipe fittings, class A, are slightly reduced.

Stove pipe prices are lowered this week, and further reductions noted in waste material prices, several grades of iron and steel scrap, heavy lead, zinc and copper and brass being quoted lower. A lower range has developed in prices on galvanized sheets, while the high range recently given on bar iron and steel base is now eliminated.

A more confident feeling has recently developed throughout the various phases of the hardware industry than could be found a month or two ago. This is chiefly accounted for by the optimistic outlook for fall business, with a general expectation that some degree of trade improvement will result. The month of September is quoted by some jobbers and manufacturers as the most likely turning point from the recent dull period to the return of a more normal season. Although the prevailing trend of prices is not conducive to large buying, yet the number of current orders totals a fair volume when based upon the ratio of consumption.

## Quotations on Malleable Fittings Show Slight Change

**Toronto.**

Class A, malleable pipe fitings, both black and galvanized are reduced in price this week. A 2-cent reduction is announced on black, with a decline of 3 cents in the quotation on galvanized. No revision has been made on B and C class fitings. Recent changes in the discounts on wrought iron nipples and couplings are still maintained, and following are the current prices:

| PIPE FITTINGS— | |
|---|---|
| Cast iron fittings | 20% |
| Plugs, cast iron | 27½% |
| Do., solid | 10% |
| Do., countersunk | net |
| Bushings | 30% |
| Unions, ¼ in. to 2 in. | 40% |
| Do., 8 in., 2½ to 4 in. | 35% |

| | |
|---|---|
| Flanged Unions | 20% |
| Dart Unions, blk., ¼ to 2 in. | 29% |
| Do., ⅛ in., 2½ to 4 in. | 14% |
| Do., galvd., add to black | 30% |
| Nipples, blk., and galvd., ⅛ to 4 in. close and short | 45% |
| Do., 4½ in. and larger | 35% |
| Do., long, ⅛ in. to 4 in. | 65% |
| Do., 4½ in. and larger | 45% |
| Do., running thread | 25% |
| Couplings, 4 in. and under | 25% |

**MALLEABLE FITTINGS—**

| | Black | Galvanized |
|---|---|---|
| Class A. | 0 58 | 0 72 |
| Class B. | 0 24 | 0 34 |
| Class C. | 0 16 | 0 24 |

## Lower Quotations on Globe, Angle and Check Valves

**Toronto.**

Further revisions in discounts have now been announced on certain classes of compression work. Substantial reduction in quotations are given on standard globe, angle and check valves, while other price changes are also shown on roundaway stop and waste cocks, standard, and on J. M. T. gate valves.

**VALVES.**

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 29% |
| Do., Fuller | 25% |
| Flatway stop and wastecocks, stand'd | 40% |
| Roundaway stop and waste cocks, standard | 40% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, stand'd | 20% |
| J. M. T. Valves | 20% |
| J. M. T. C. | 25% |
| J. M. T. Gate Valves | 25% |
| Gate or straightway | 16-10% |
| Jenkins Globe | 10-10% |
| Radiator valves, standard | 58% |
| Do., removable disc | 58% |
| Emco, J. D. Valves | 20% |
| Emco Check Valves | 20% |
| Webber Gate Valves | 20% |
| **Basin Cocks—** | |
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |

## Solder Revisions Maintained

**Toronto.**

Prices on lead and zinc goods remain unchanged this week with the recent revisions in solder quotations being well maintained. No marked change has been recorded in market conditions, with a fair movement in these products reported for this season of the year. Following are curren quotations:

**LEAD AND ZINC GOODS—**

| | |
|---|---|
| Lead, pipe, list, per lb. | $ 0 12½ |
| Lead, waste pipe, list, per lb. | 0 13½ |
| Do., over 8 in., list, per lb. | 0 14½ |
| Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends 10%. | |
| Lead sheets, 4 to 6 lbs., sq. ft. in rolls, lb. | 0 09½ |
| Cut sheets, ½c to ¾c lb. extra and cut sheets to size, 1c lb. extra. | |
| Solder, wire, per lb. | 0 29 |
| Do., commercial, lb. | 0 20 |
| Do., strictly, lb. | 0 22 |
| Do., guaranteed, lb. | 0 24 |
| Do., wiping, lb. | 0 20 |
| Zinc sheets, per lb. | 0 13 |

## Quotations on Gasoline Hold at the New Level

**Toronto.**

Quotations on gasoline continue to hold at the new lower level announced last week. Wether such prices will be maintained, however, is said to be dependent upon the crude oil situation. Reports from these primary sources of supply indicate that production of such oil is at present far ahead of consumption, which has in turn brought about a slump on certain markets. The outlook is therefore, reviewed as somewhat uncertain, as further cuts in the price of crude oil might possibly develop.

## Current Pipe Movement Considered Fair

**Toronto.**

Considering current trade conditions and the present season of the year, the prevailing demand for standard pipe is stated as fair. The irregular movement in piping which has been somewhat apparent throughout the year, is still evident, with dealers being careful in ordering for sorting stocks, and immediate requirements only. Sales in the smaller sizes indicate prevailing activity in house building. List No. 52 follows:

**PRICE LIST NO. 52**

**STANDARD BUTTWELD PIPE S—C.**
Per 100 Feet.

| Size— | Steel Blk. | Steel Galv. | Gen. Wrot. Iron. Blk. | Gen. Wrot. Iron. Galv. |
|---|---|---|---|---|
| ⅛ in. | $6.50 | $8.50 | $... | $... |
| ¼ in. | 4.56 | 6.60 | 5.75 | 7.80 |
| ⅜ in. | 4.56 | 6.60 | 5.76 | 7.80 |
| ½ in. | 5.87 | 7.40 | 7.65 | 9.10 |
| ¾ in. | 7.02 | 8.97 | 9.55 | 11.50 |
| 1 in. | 10.03 | 12.92 | 13.77 | 16.66 |
| 1 ¼ in. | 13.57 | 17.48 | 18.63 | 22.54 |
| 1 ½ in. | 16.23 | 20.90 | 22.28 | 26.95 |
| 2 in. | 21.83 | 28.12 | 29.97 | 36.26 |
| 2 ½ in. | 34.52 | 44.46 | ..... | ..... |
| 3 in. | 45.14 | 58.14 | ..... | ..... |
| 3 ½ in. | 59.80 | 75.44 | ..... | ..... |
| 4 in. | 70.85 | 89.38 | ..... | ..... |

**STANDARD LAPWELD PIPE S—C.**
Per 100 feet.

| Size— | Steel Blk. | Steel Galv. | Gen. Wrot. Iron. Blk. | Gen. Wrot. Iron. Galv. |
|---|---|---|---|---|
| 2 in. | $25.53 | $31.82 | $33.67 | $39.96 |
| 2 ½ in. | 38.03 | 47.97 | 50.90 | 60.84 |
| 3 in. | 49.73 | 62.72 | 66.56 | 79.56 |
| 3 ½ in. | 60.72 | 76.36 | 80.96 | 96.60 |
| 4 in. | 71.94 | 90.47 | 95.92 | 114.45 |
| 4 ½ in. | 81.28 | 102.87 | 1.12 | 1.33 |
| 5 in. | 94.72 | 119.88 | 1.30 | 1.55 |
| 6 in. | 1.23 | 1.56 | 1.69 | 2.02 |
| 7 in. | 1.64 | 2.09 | 2.21 | 2.63 |
| 8L in. | 1.73 | 2.20 | 2.33 | 2.75 |
| 8 in. | 1.99 | 2.53 | 2.68 | 3.17 |
| 9 in. | 2.38 | 3.04 | 3.21 | 3.60 |
| 10L in. | 2.21 | 2.82 | 2.98 | 3.52 |
| 10 in. | 2.84 | 3.63 | 3.83 | 4.53 |

## Further Reductions Shown in Waste Material Prices

**Toronto.**

A number of price reductions are again apparent in the waste material markets this week. Iron and steel scrap quotations have shown a downward trend, while quotations on copper and brass grades are similarly lowered. Prices on heavy lead and scrap zinc are also easier, and the lack of outlet for boots and shoes and scrap rubber, has been reflected in further price reductions.

Following are the average of dealers' nominal buying prices for large quantities:

**WASTE MATERIALS—**

| | | |
|---|---|---|
| Heavy melting steel, gross, ton | $ 9 50 | $ 10 00 |
| No. 2 busheling | | 12 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 10 25 | 11 25 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 11 00 | 12 00 |
| No. 1 machinery cast, net ton | 15 00 | 16 00 |
| Heavy lead | 3 75 | 4 00 |
| Tea lead | 2 00 | 2 50 |
| Red Brass | | 9 00 |
| Yellow Brass | 5 25 | 6 25 |
| Light Brass | 3 00 | 3 50 |
| Heavy Copper | 9 50 | 10 50 |
| Scrap Zinc | 3 00 | 3 50 |
| Old rubbers, boots and shoes | 2 00 | 2 50 |
| Lumberman's rubber boots | 1 25 | 1 75 |
| Auto Tires | 0 50 | 1 00 |
| Solid Tires | 0 75 | 1 25 |

## Quotations on Range Boilers Remain Unchanged

**Toronto.**

No further revision has yet appeared in quotations on range boilers, and the current nominal list is now being generally acepted as likely to hold for some time. This is, however, problematical, for it is noticed that the price of $9.00 for the 30-gallon standard boiler is looked upon as the prevailing level in some quarters, and quotations lower than that are said to be in the nature of shading in order to induce quantity buying. On the other hand, the price of $8.50 appeared recently, and the lower level of $8.25 has been reported. The opinion has been expressed that further price cutting contains no benefit for distributors or manufacturers at the present production costs, and the following are the nominal quotations:

**RANGE BOILERS—**

| | Standard | Ex-heavy |
|---|---|---|
| 30 gallon | $ 8 50 | $ 11 50 |
| 35 gallon | 9 50 | 13 50 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 80 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 114 gallon | 78 00 | 93 00 |

## Better Movement in Brass and Copper Goods

**Toronto.**

A slight improvement is now reported in market conditions on brass and copper sheets, tubing and rods. Quotations, at present, are holding unchanged, and while a slight revision in prices has been recorded on outside circles, local dealers state that prevailing cost levels have not been effected by price concessions on the primary markets. Following are unchanged levels:

| | |
|---|---|
| **BRASS—** | |
| Sheets, base, per lb. | $ 0 27 |
| Rods, base, per lb. | 0 27 |
| Tubing, base, per lb. | 0 34 |
| **COPPER—** | |
| Rods, base, per lb. | 0 32 |
| Soft sheets, plain, 16-oz. and heavier, per lb. | 0 32 |
| Do., plain tinned 16-oz. and heavier per lb. | 0 40 |
| Do., polished and tinned 16-oz. and heavier, lb. | 0 45 |
| Tubing | 0 37 |

## Fair Volume of Trade in Corrugated Sheets

**Toronto.**

No marked change is reported on corrugated sheets, both prices and market conditions holding at previous levels. Current business is stated as just fair, but with the fall season and the recent easier price levels, an average volume of trade is generally looked for. Unchanged quotations follow:

**CORRUGATED SHEETS—**

| | Per 100 sq. ft. |
|---|---|
| No. 28 gauge | $ 7 55 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

## Stove Pipe Prices Lowered

Reduced prices are announced this week on stove pipes. The new quotations on the 6 inch size is given as $14.00 per hundred, and the price of the 7 inch pipe is now $15.00.

## Lower Range on Galvanized Sheet Quotations

**Toronto.**

An easier price level has now been more generally adopted on the Premier and Apollo brands of galvanized sheets. This lower range shows a reduction of 25 cents per 100 lbs., but the higher range on these quotations is still maintained in certain quarters. Prices on other sheets and plates remain nominally unchanged, but easier tones on the primary markets are now being reflected in local quotations. In any event, prices shown on the appended tables are for fairly large quantities.

Lower prices are also recorded in one quarter on Canada plates, but the announcement of this revision is not yet general. Following are the average quotations prevailing on local markets:

| | | |
|---|---|---|
| **PLATES—** | | |
| 10 gauge | $ 4 75 | $ 5 00 |
| 12 gauge | 4 80 | 5 05 |
| 14 gauge | 4 85 | 5 10 |
| 16 gauge | 4 95 | 5 20 |
| **BLACK SHEETS—** | | |
| 14 gauge | 5 10 | 5 60 |
| 16 gauge | 5 20 | 5 70 |
| 18-20 gauge | 5 30 | 5 85 |
| 22-24 gauge | 5 35 | 5 80 |
| 26 gauge | 5 40 | 5 90 |
| 28 gauge | 5 50 | 6 00 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

**GALVANIZED SHEETS—**

| | Queen's Head | Fleur-de-lis. |
|---|---|---|
| 28 gauge | $ 10 00 | $ 9 25 |
| 26 gauge | 9 75 | 9 00 |
| 24 gauge | 9 15 | 8 60 |
| 22 gauge | 8 80 | 8 15 |
| 18 and 20 gauge | 8 10 | 8 00 |
| **Premier and Apollo** | | |
| 10¾ oz. | $ 7 65 | $ 8 40 |
| U. S. 28 | 7 25 | 8 00 |
| U. S. 26 | 6 95 | 7 70 |
| 22 and 24 | 6 80 | 7 55 |
| 18 and 20 | 6 65 | 7 40 |
| 16 | 6 50 | 7 30 |
| 12 and 14 | 6 35 | 7 20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

**PLATES, CANADA—**

| Prices nominal. | Toronto |
|---|---|
| Dull, 60 sheets | $ 8 25 |
| Ordinary, 52 sheets | 8 00 |

**PLATES, COKE, TIN—**

| Prices nominal | Per Box |
|---|---|
| IX 20 x 28, 112 sheets | $ 20 50 |
| Do., 56 sheets | 12 50 |

**PLATES, CHARCOAL, TIN—**

| | |
|---|---|
| IC. 14 x 20 base | $ 15 00 |
| IX. do. do | 17 00 |
| IXX. do. do. | 19 00 |

**PLATES, TERNE—**

| Prices nominal. | |
|---|---|
| IC, 20 x 28, 112 sheets | $ 17 50 |

F.O.B. Toronto.

## Lower Prices Shown on Paper Sheathings

**Toronto.**

Lower prices are now announced on various lines of paper sheathings, both in dry and tarred, while quotations on tarred felt are also reduced. Manufacturers of these products state that current production costs are being closely watched, and the prevailing declines represent reductions in certain contributory cost elements. The demand for roofings of all kinds is now showing a slight improvement, and with the advent of the fall period, a renewal of activity is generally looked for. Following are the revised quotations:

**PAPER—**

| | Per 400-ft. roll Toronto |
|---|---|
| Dry Fibre, No. 1. Anch. | $ 1 35 |
| Do., No. 2 Anch | 0 75 |
| Do., No. 2 Elephant | 0 75 |
| Tarred Fibre, No. 1— | |
| Anchor | 1 45 |
| No. 2 | 1 10 |
| Elephant Brand, tarred No. 2 | 1 10 |
| Surprise Fibre | 0 95 |
| Empress Dry Sheathing | 1 45 |
| Stag Sheathing | 0 95 |
| Cyclone, dry | 1 35 |
| Do., tarred | 1 45 |
| Joliette Sheathing | 0 75 |
| Do., tarred | 1 10 |
| | Per 100 lbs. |
| Monarch Sheathing, white | 5 75 |
| Do., gray | 4 75 |
| Straw Sheathing, heavy, dry | 3 75 |
| Red Star heavy tarred straw | 3 90 |
| Imp. White Sheathing | 5 75 |
| Imp. Grey Sheathing | 4 75 |
| Scythe Brand dry straw | 3 75 |
| Spruce Sheathing, 36" and 72" wide | 7 25 |
| Asbestos Sheathing | 10 00 |
| Carpet Felt | 6 00 |
| Tarred Felt, 7, 10 and 16 oz. | 4 15 |

F.O.B. Toronto and Montreal and Hamilton.

## Bar Iron and Steel Base at Lower Range

**Toronto.**

The higher range in quotations on iron and steel has been gradually eliminated and the base prices on bar iron and mild steel bars is now generally quoted at $3.50 on the local markets. No uniformity or stabilization in quotations can yet be claimed, however, as the practice of making the price to suit the prospective order has recently developed. Under these circumstances, quotations are chiefly nominal, but the following table contains the average range of prices appearing on the local markets:

**IRON AND STEEL—**

| | | |
|---|---|---|
| Mild steel bars, base | $ 3 50 | |
| Mild steel bands, 3-16 in. base | 4 00 | |
| Bar iron, base | 3 50 | |
| Angle iron, base | 3 60 | |
| Horseshoe iron | | 4 10 |
| Tire steel | 4 70 | 5 95 |
| Spring steel | 9 50 | 11 50 |
| Crucible cast sheet steel | 30 00 | 35 00 |
| Mining drill steel | 20 00 | 23 00 |
| Cast tool steel, medium | | 20 00 |
| Cast tool steel, high grade | 30 00 | 36 00 |
| Sleigh shoe steel | 4 10 | 4 50 |
| Norway iron | | 15 00 |
| Tee caulk iron | 5 40 | 6 40 |
| Hoop steel | 4 75 | |

# *Winnipeg Markets*

WINNIPEG, August 24.—Price declines again feature the hardware markets this week including changes on wrought steel butts, Yale padlocks, wrought washers, coppered spring wire, cable chain, eavestrough and conductor pipe, metallic shingles and corrugated iron. Wrought iron piping has also been revised and a slight advance in price is noted on the smaller sizes. The new prices on guns and rifles are just out, and show slight increases in several lines. There has been no marked change in market conditions generally. Fall goods are beginning to move, and a fair volume of trade during the fall season is anticipated.

## Lower Quotations on Yale Line Padlocks

**Winnipeg.**

Lower prices are announced on Yale padlocks this week, and the new quotations are as follows:

**YALE PADLOCKS—**

| | |
|---|---|
| 805 | $ 17 75 |
| 813 | 20 38 |
| 833 | 25 15 |
| 853 | 31 60 |
| 863 | 38 00 |
| 813½ | 21 90 |
| 833½ | 27 50 |
| 853½ | 33 95 |

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## Prices on Wrought Steel Butts Are Revised

**Winnipeg.**

Included among the list of price changes recorded this week are the lower quotations on wrought steel butts. The revisions are as follows:

**STEEL BUTTS—**

| | |
|---|---|
| **No. 823—** | |
| 2½ x 2½ | $ 2 40 |
| 3 x 3 | 2 65 |
| 3½ x 3 | 2 80 |
| 3½ x 3½ | 2 95 |
| 4 x 4 | 3 65 |
| 4½ x 4½ | 5 00 |
| 5 x 5 | 6 65 |
| **No. 241—Antique Copper and Dull Brass—** | |
| 2½ x 2½ | 36c |
| 3 x 3 | 37c |
| 3½ x 3½ | 38c |
| 4 x 4 | 50c |
| 4½ x 4½ | 75c |
| 5 x 5 | 1 30 |
| 6 x 6 | 2 35 |

## Reduced Quotations Shown on Wrought Iron Washers

**Winnipeg.**

Reduced prices are recorded this week on Wrought Iron Washers and are as follows:

**WASHERS, Wrought Iron—**

| | Case Lots | Less |
|---|---|---|
| 3-16 | $ 12 70 | $ 13 20 |
| ¼ | 11 26 | 11 76 |
| 5-16 | 10 62 | 11 12 |
| 3-8 | 9 90 | 10 40 |
| 7-16 | 9 34 | 9 84 |
| ½ | 9 02 | 9 52 |
| 9-16 | 8 94 | 9 44 |
| 5-8 | 8 86 | 9 36 |
| ¾ | 8 78 | 9 28 |
| 7-8 | 8 70 | 9 20 |
| 1 | 8 70 | 9 20 |
| 1⅛ | 8 70 | 9 20 |
| 1¼ | 8 86 | 9 36 |
| 1 3-8 | 8 86 | 9 36 |
| 1 7-16 | 8 86 | 9 36 |
| 1½ | 8 86 | 9 36 |

## Spring Wire Prices Reduced

**Winnipeg.**

The price on coppered spring wire has been reduced this week. Following are the newest prices:

**SPRING WIRE—Coppered.**

| | |
|---|---|
| No. 8 and 9 | $ 9 25 |
| No. 10 | 9 35 |
| No. 11 | 9 40 |
| No. 12 | 9 50 |
| No. 13 | 9 65 |
| No. 14 | 9 75 |

## Linseed Oil Quotations Steady

**Winnipeg.**

Linseed Oil is still selling at prices made a few weeks ago. Prevailing quotations are $1.20 per gal. for raw and $1.23 for boiled in barrel lots.

## New List on Piping

**Winnipeg.**

Prices on Wrought Iron pipe have been revised and are slightly higher. Following are the new quotations:

| Size ins. | Winnipeg | Calgary Edmonton Lethbridge and Medicine Hat Add Winnipeg price | Saskatoon Add Winnipeg price | Regina Add Winnipeg price | Brandon Add Winnipeg price |
|---|---|---|---|---|---|
| ⅛ | $ 6 85 | $ 30 | $ 20 | $ 17 | $ 11 |
| ¼ | 5 40 | 53 | 34 | 30 | 19 |
| ⅜ | 5 54 | 70 | 45 | 40 | 26 |
| ½ | 7 18 | 1 05 | 67 | 59 | 38 |
| ¾ | 8 58 | 1 40 | 90 | 79 | 51 |
| 1 | 12 30 | 2 08 | 1 34 | 1 17 | 75 |
| 1¼ | 16 63 | 2 80 | 1 80 | 1 57 | 1 00 |
| 1½ | 19 90 | 3 35 | 2 15 | 1 88 | 1 21 |
| 2 | 26 75 | 4 50 | 2 88 | 2 52 | 1 62 |
| 2½ | 42 30 | 7 18 | 4 60 | 4 02 | 2 68 |
| 3 | 55 35 | 9 42 | 6 03 | 5 28 | 3 39 |
| 3½ | 73 23 | 11 25 | 7 20 | 6 30 | 4 05 |
| 4 | 86 75 | 12 33 | 8 53 | 7 46 | 4 80 |
| 4½ | 99 50 | 15 61 | 10 04 | 8 75 | 5 62 |
| 5 | 116 05 | 18 12 | 11 60 | 10 15 | 6 52 |
| 6 | 150 50 | 23 45 | 15 00 | 13 14 | 8 44 |
| 7 | 222 95 | 29 09 | 18 62 | 16 28 | 10 46 |
| 8L | 234 25 | 31 25 | 20 00 | 17 50 | 11 25 |
| 9 | 322 95 | 42 20 | 26 96 | 23 59 | 15 16 |
| 10L | 299 85 | 40 00 | 25 60 | 22 40 | 14 40 |
| | **GALVANIZED PIPE** | | | | |
| ⅛ | $ 9 25 | $ 30 | $ 20 | $ 17 | $ 11 |
| ¼ | 7 90 | 53 | 34 | 30 | 19 |
| ⅜ | 8 05 | 70 | 45 | 40 | 26 |
| ½ | 9 12 | 1 05 | 67 | 59 | 38 |
| ¾ | 11 07 | 1 40 | 90 | 79 | 51 |
| 1 | 15 95 | 2 08 | 1 34 | 1 17 | 75 |
| 1¼ | 21 60 | 2 80 | 1 80 | 1 57 | 1 00 |
| 1½ | 25 83 | 3 35 | 2 15 | 1 88 | 1 21 |
| 2 | 34 75 | 4 50 | 2 88 | 2 52 | 1 62 |
| 2½ | 54 95 | 7 18 | 4 60 | 4 02 | 2 68 |
| 3 | 71 87 | 9 42 | 6 03 | 5 28 | 3 39 |
| 3½ | 93 10 | 11 25 | 7 20 | 6 30 | 4 05 |
| 4 | 110 30 | 12 33 | 8 53 | 7 46 | 4 80 |
| 4½ | 126 95 | 15 61 | 10 04 | 8 75 | 5 62 |
| 5 | 148 00 | 18 12 | 11 60 | 10 15 | 6 52 |
| 6 | 191 98 | 23 45 | 15 00 | 13 14 | 8 44 |
| 7 | | 29 09 | 18 62 | 16 28 | 10 45 |
| 8 | | 31 25 | 20 00 | 17 50 | 11 22 |

## Turpentine Prices Hold

**Winnipeg.**

Turpentine is still selling at $1.20 per gal. in barrel lots. In less quantities 10 cents per gal extra. Containers 25 cents per gal. extra.

## Lower Prices on Eavestrough and Conductor Pipe

**Winnipeg.**

Quotations are lower this week in Eavestrough and conductor pipe. Following are the latest prices:

| | |
|---|---|
| **EAVE TROUGH—** | |
| **O. G. Square Bead—** | |
| 8 in. | $ 6 08 |
| 10 in | 6 75 |
| 12 in. | 8 10 |
| 15 in. | 11 25 |
| **CONDUCTOR PIPE—** | |
| 2 in. | $ 7 43 |
| 3 in. | 8 55 |
| 4 in. | 10 80 |
| 5 in. | 15 30 |

## Slight Reduction in Corrugated

**Winnipeg.**

The price has dropped slightly on corrugated Iron. Following are the new prices recorded this week:

| | |
|---|---|
| **CORRUGATED IRON—** | |
| **Galvanized—** | |
| 28 ga. | $ 7 88 |
| 26 ga. | 8 55 |
| **Painted—** | |
| 28 Ga. | 6 53 |
| 26 ga. | 7 43 |

# *London Markets*

## Substantial Reductions in Wood Screw Prices.

**London, Ont.**

New discounts are now announced on wood screws, showing substantial reductions on bright, brass and bronze screws in flat, round and oval head. Following are the revised quotations:

| | |
|---|---|
| **SCREWS, WOOD** | |
| Wood, F.H., bright | 77½% |
| Wood, R.H., bright | 75% |
| Wood, O.H., bright | 75% |
| Wood, F.H., brass | 70% |
| Wood, R.H., brass | 67½% |
| Wood, O.H., brass | 67½% |
| Wood, F.H., bronze | 65% |
| Wood, R.H., bronze | 62½% |
| Wood, O.H., bronze | 62½% |

## Lower Prices on Oyster Shell

**London, Ont.**

Quotations on oyster shells have been lowered, and the new revised price is $1.40 per 100 lbs.

## Gas Mantle Prices Reduced.

**London, Ont.**

Certain makes of gas mantles show reduced prices this week. The average extent of this revision is approximately $1.00 per 100. Following are the new quotations:

| | |
|---|---|
| **MANTLES—GAS.** | |
| Selform, per 100 | 7 50 |
| Simplicity, upright | 16 50 |
| No. 66 Inverted | 14 50 |

## Screen Door Hinges Reduced For Spring Booking.

**London, Ont.**

Quotations on screen door spring hinges are now reduced for spring booking. The new revised prices are as follows:

| | |
|---|---|
| **HINGES, SCREEN DOOR SPRING** | |
| No. 20 or No. 200 Jap'd. gross pr. | 25 00 |
| No. 7-11 Loose Pin, gross pr. | 30 00 |
| No. 50 Jap'd. Double Acting, doz. pr. | 6 50 |

## Lower Prices on Cast Stove Pipe Dampers.

**London, Ont.**

New lower prices are announced this week on cast stove pipe dampers. The revised quotation on the 6in. size is $1.65 per dozen, while the new price level on the 7 inch damper is now $2.20 per doz.

## Eureka Sap Spouts Have Lower Prices for Next Season.

**London, Ont.**

Included among the price reductions noted on this week's current hardware markets are the new lower prices on Eureka sap spiles. The revised quotation for next season's spring booking orders is $15.00 per M.

## Seasonable Sales for Nails

**London, Ont.**

There is a good seasonable sale reported at present for both wire and cut nails. There have been no further revision of prices, and the prevailing quotations remain as follows:

Wire, $4.30 base; Cut, $4.95 base.

## Easier Tone in Linseed, But Price Holds

**London, Ont.**

There has been no change announced in prices on linseed oil this week, as yet. Revisions, however, are expected in some quarters, but the following quotations are maintained at present. A fair sale is reported.

| **LINSEED OIL** | Raw. | Boiled. |
|---|---|---|
| 1 to 2 bbls., imp .agl. | .97 | 1 00 |
| 3 to 5 bbls. | .96 | 99 |
| 6 to 9 bbls. | .94 | 97 |
| Less bbls. add 15 cents gallon. | | |

## Quotations Hold on Turpentine.

**London, Ont.**

Prices on turpentine remain unchanged at present. Dealers report a fairly good sale continuing for this season of the year, with the following quotations still in effect:

| | |
|---|---|
| **TURPENTINE** | |
| 1 to 2 bbls. imp. gal. | .97 1 00 |
| 2 to 4 bbl. lots | 99 |
| 5 gal. lots | 1 15 |

## Improvement Noted in Window Glass Sales

**London, Ont.**

There has been a recent slight improvement noted in window glass sales, and the commencement of the fall activity is at hand. No price revisions have been announced, and considering the prevailing condition of markets, changes are not generally expected at this time. Following are current quotations:

Single Diamond, 50 per cent. off list.
Double Diamond, 50 per cent. off list.
Cut Lights, 70 per cent. off list.

## Better Movement in Putty.

**London, Ont.**

With the nearing of the fall season, the demand for putty is improving steadily. Some dealers report the present movement is good. No change in price has, as yet, been announced, and following are the prevailing quotations:

| | |
|---|---|
| **PUTTY** | |
| Standard, 100 lb. drums, per 100 lbs. | 7 05 |
| Standard, 25 lb. | 7 30 |
| Pure, 100 lb. | 8 55 |
| Pure, 25 lb. | 8 80 |

## Seasonable Sale for White Lead in Oil.

**London, Ont.**

There is still a seasonable sale reported for white lead in oil. Prices continue to be well maintained, although there has been a rumor of easier quotations. No announcement in this direction, has as yet been received, and the following prices are still in effect:

| **WHITE LEAD IN OIL** | Tons. | Less | Tons |
|---|---|---|---|
| Pure | 15.05 | per 100 lbs. | 15.40 |
| Elephant | 15.55 | | 15.90 |

Continued on Page 48.

# "No Reduction in Paint Prices"

**Article in Toronto Globe based on alleged interview with hardware merchant outlines perverted viewpoint concerning paint business—Merchant quoted as having said no reduction in prices—Other merchants state lower prices have been big factor in stimulating trade.**

IN the third of a series of articles, purporting to cover prevailing business conditions in the province of Ontario, which recently appeared in the Toronto "Globe," reference is made to the price of paint. The important feature of the article is that it presents the statement that paint prices have not been reduced, either to the merchant or to the general public.

Readers of Hardware & Metal know that any such inference is inaccurate to say the least, and that there have already occurred two reductions in paint prices from those which prevailed during the 1920 season.

The article pictures an ordinary scene in the average retail hardware store in a small town in Western Ontario. A lady customer enters in quest of paint, and upon being told the price of a quart can, she is reported as saying:—"MY! Isn't that awfully dear?"

The merchant is quoted as having replied:

"Well, paint hasn't come down any, you know; the price has never changed."

Result—the woman takes the paint, presumably because she needs it rather badly.

That is only one part of the story; but why present such a statement and at the same time quote the price of $1.65 a quart, which is at least 20 cents lower than last season's cost to the public? In asking that amount, the merchant was only quoting a fair price based upon the cost to himself, even as the manufacturer's price likewise is based upon the cost of production.

It is a pity that the hardware merchant was not described in a more intelligent role, for it is doubtful if any retailer would pass up such a splendid opportunity to further develop the goodwill of his customer through an intelligent and polite presentation of the true facts, to say nothing of offering some timely and skilful salestalk, and of following up the sale of paint with the need of brushes for applying the coloring. How much preferable for the merchant to reply:

**What he Might Have Said.**

"Expensive! Why, no ma'am. This can has been reduced twenty cents per quart. Just as soon as the manufacturers lowered their prices, all our paints were immediately reduced. Last year the same quantity and grade of color sold for $1.85 a quart. Prices on all paint products are considerably lower this season."

*Keeping the paint department in a prominent well-lighted location in the store is one of the secrets of maintaining a good volume of paint business throughout the summer months. Note how this merchant links up the brush department with the paints and varnishes. The brush stock is kept in sections according to size and grade and the paint is sold over this counter so that the buyer cannot help but face the question as to whether or not he or she has a suitable brush with which to apply the paint or varnish they are buying.*

Thus a doubtful purchaser would have been turned into a satisfied customer, for it is undoubtedly more pleasing to learn that the price is now lower than formerly.

Furthermore, this explanation is justified in defense of the merchant himself. To allow the customer to imagine that the price is exhorbitant, is to cast a direct reflection on the retail hardware trade, for failure to present the truth automatically condemns the retailer in the eyes of the public for maintaining high price levels. Not only that, but the reductions that have already occurred in the price of paints for this year's business, have been of prime importance in stimulating paint trade.

The facts of the price question are as follows: The wholesale price of the best grades of paint was reduced 50 cents per gallon in December, 1920, and again 70 cents per gallon in February, 1921, making a reduction amounting to approximately 23½%. These reductions have formed an important argument for the hardware merchant and in many interviews which Hardware and Metal has had with merchants in various parts of the country much credit is given these reductions for helping to stimulate the paint turnover.

**Losing the Agency.**

The newspaper story then continues to quote the merchant as follows: "That's the factory price. It's not my fault. The figure is set by the manufacturer and I have to sell it at that. If I reduced to one I should have to do so for all. Then others would get to know about it; the factory would find out and then I'd lose the agency."

In regard to the question of losing agencies, it is evident that the retailer's fear is not nearly so great today as it was fifteen or twenty years ago. Today there is so much competition that some manufacturers have trouble holding their retail agencies and where there are cases of agencies being changed it is chiefly through the competition of other firms. The paint trade represents a highly competitive branch of business with many manufacturers making a high grade product and the merchant entertains little fear of being unable to hold an agency. There is therefore little ground to the argument advanced that if the merchant reduced his prices further he would suffer in this manner.

**No Price Agreement.**

This latter statement also savors of price fixing, which is absolutely unknown in the paint trade of this country. True a uniform retail price is suggested to the trade by manufacturers but no agencies or dealers are bound by this nominal figure. Such nominal prices serve as a protection to the maker, merchant and the public, and in many cases the suggested list is only drawn up after consulting the retailers.

The article further points out that the average customer these days has the average hardware merchant on the black-list, that people believe large stocks of more or less old stuff in hardware stores are being held for the last cent of profit.

True, hardware prices have not declined as rapidly as have some other commodities, but on the other hand hardware prices did not soar as high as some others. The fact remains however, that if hardware merchants do not draw the attention of customers to declines which have already taken place, as the merchant whose case is quoted failed to do, customers will certainly get the impression that the hardware merchant is holding up the necessary decline to lower price levels.

**The "Little Merchant" Blamed.**

"Public opinion in the mass, blames the retailer and particularly the "little men" in those country towns where competition is not very keen," continued the article, drawing attention to an attitude which is refuted by evidence from other quarters. On the other hand some of the keenest, livest and most progressive retail merchants in Canada are located in the small towns. Many of such merchants are rated at from $35,000 to $50,000, first grade credit and higher, and in order to conduct business successfully they find it necessary to adhere to the strict rules of merchandising which includes basing prices on replacement values. In the hardware trade there are very few instances of a small merchant located in a small town where he has everything his own way and no competition to force the lowering of prices.

It is indeed unfortunate that a more representative opinion was not secured before this article was written, as there is already a tendency in evidence to unjustly blame the retailer for holding up prices in face of reductions made by wholesalers and manufacturers, and even though the statements made in the article in question were subsequently denied and the true situation outlined, yet the exposition of the subject achieved no good result and it may tend to leave a bad taste in the mouths of many people who are only too anxious to grasp at any possible basis of criticism of the retailer.

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(Continued from Page 32)

interests of an early return to normal trading activity and he is not anxious to add any strength to the assertions too frequently heard, that retailers are holding up the prices.

A glance at the store equipment as illustrated in these photos will reveal the fact that the stock is effectively shown and arranged so as to induce customers to handle the stock. Entering the store a showcase of silverware is immediately opposite. Behind this and extending the depth of the store are tables on which are arranged stocks of household goods. Everything is well price marked and with the stock so handy the combination is effective in making many sales. Rope samples are brought up through holes in the rear wall of the display windows. Modern showcases extend down the left hand side of the store showing silverware, cut glass, etc. The wall cases on this side are a sample of the latest fixtures for displaying shelf hardware, the various drawers carrying samples of the lines stocked. At intervals there are cabinets backed with green baize in which cutlery and tools are shown behind glass. Electrical appliances are grouped at strategic places on the top of showcases where they are easily referred to. The paint department has already been referred to, and the brush table is located directly in front of the paints, sections being devoted to the various grades and styles. At the rear of the store harvest tools, shovels, etc. are arranged neatly in racks. A feature which has helped to sell household goods has been a special metal rack in three tiers which is placed right opposite the entrance bearing samples of any special lines being featured at the time.

## COMPLETED ARRANGEMENTS FOR MONTREAL'S NEW HOTEL

Montreal.—Final arrangements were completed for the construction of one of the largest, if not the largest, building enterprises in the history of Montreal, when at a meeting of the directors of the Mount Royal Hotel Company, the contract was formally let for the new $9,000,000 hotel to Thompson-Starrett Co., New York.

The inception of a project of such magnitude at this time, providing work for thousands of builders and others employed in fashioning construction material and interior equipment, and involving the expenditure of millions of dollars within the space of a year, is expected to have a stimulating effect upon general business conditions, building operations and real estate values.

The construction company guarantee the completion of the building, ready for opening, by October 1st, 1922.

Barrett Roofings, Cements Industrial Paints etc.

# First Sales *Easy*—Repeat Sales *Sure*

When you handle Barrett Products you are aided by our two strong selling forces:

(1) Our big national advertising campaign in the leading newspapers, farm journals and technical magazines. This advertising is creating new business for Barrett Dealers in every city, town and village throughout the Dominion.

(2) The high quality of the products themselves. This keeps the business. The railroads, the large industrial concerns, and many thousands of individual users know from their own experience that the Barrett trade-mark stands for sure dependability and sound economy.

Are you carrying **all** these famous Barrett Products?

Take up your pencil and check this list.

- [ ] Everlastic "Rubber" Roofing
- [ ] Everlastic Liquid Roofing Cement
- [ ] Plastic Elastigum Patching Cement
- [ ] Liquid Elastigum
- [ ] Everjet Elastic Carbon Paint
- [ ] Creonoid (Fly Oil) Lice Destroyer and Cow Spray

The demand for these products far exceeds the demand for any similar products on the Canadian market. Their sale is increasing by leaps and bounds. Don't miss the opportunity to cash in on this big and growing demand.

The Barrett Company LIMITED

MONTREAL WINNIPEG
TORONTO VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S.

# Weekly Paint Markets

## MONTREAL

MONTREAL, August 24.— With the month of September now near at hand, certain developments may be expected in the paint trade. Salesmen who have been off the road during the mid-summer months, will again commence their duties, and anticipate a good fall business. No definite action, relative to price adjustment in paint and varnishes has yet been taken, but the trade look for a change in quotations of some nature within the next week or two. Travelling salesmen will undoubtedly want any new prices effective before commencing their fall campaign, as having a revised list to work on will enable them to give their dealer agents the changes some look for.

Some controversy still exists as to the nature of the adjustments that are considered forthcoming. Replacement costs to-day undoubtedly warrant a revision, but some manufacturers are at present in a position to advocate new lower prices than others due to present stocks. Producers are unanimous, however, that any revision should be to an extent to allow a stabilized condition for next year's business. By reducing their prices to the lowest possible level it would enable them to give assurance to their agents that unless some unforseen development occurs, prices will remain steady for the 1922 active season.

At the time of the last revision, it will be remembered that lower prices were only effective on white, colors, floor, porch and first quality marine paints. This left other lines and qualities out of proportion, and little further change was made during the season. With these prices now existing, the expected adjustments will likely cover all the lines and bring all grades to a corresponding level.

### Lower White Lead and Putty Prices Anticipated

From present indications the revision will not only rest on paint and varnishes, but white lead in oil and putty quotations are also likely to come under adjustment. These two products are now scheduled to be looked after first, and a corroder's meeting will likely be held within the next few days. When the present and future costs are anticipated by these producers, the announcement of new prices by dealers generally will in all probability immediately follow. White lead in oil assuredly demands some price settlement, and the conditions of this market during the present season have been anything but stabilized. Putty is now emerging from a quite period the summer months being a between-season for this product, but with more activity likely to commence with the approach of Autumn weather, changes in quotations will be watched with interest.

### Oil Markets Hold Attention

The turpentine and linseed oil markets attract attention through the continued strength showing, which is unusual at this time of year. In past years prices have usually receded, with little interest shown, after the active spring months. Quotations on both products are maintained this week, with the undertone firm. Window glass continues with little new to report, and while sales are yet small, the activity will no doubt commence as the season advances. Montreal list continues the selling basis locally, and will be found on current market page.

### Turpentine Continues Firm

**Montreal.**

Quotations on turpentine and maintained at last week's level, namely, 95 cents per gallon in one barrel lots, with a firm undertone continuing. In the Southern markets litle change is reported during the last week. Quotations after showing light fluctuations have settled at a firm level. Stocks are low and producers claim they cannot market turpentine at the prevailing figures; this advantage is taken of any spurt in the demand. The European demand, although not as active as during last month, is just fair, but the domestic demand now shows an improvement to withstand the falling off in foreign shipments. Following are present prices:

**TURPENTINE—**

| | Per Imp. Gal. |
|---|---|
| 1 barrel lots | 0 95 |
| 2 to 4 barrel lots | 0 93 |
| Broken lots | 1 05 |

### Linseed Oil Prices Maintained

**Montreal.**

No change is recorded in the current quotations on linseed oil this week, prices of 90 cents for raw and 92 cents for boiled, in one barrel lots, being held. With the flax market continuing firm and gains made in quotations, it was stated last week that increased prices would not occasion surprise, but the week has found dealers holding their prices at unchanged figures, and the seed market continuing fairly firm. Oil cake still contributes to a strong situation, when the demand for foreign shipments has fallen off considerably, with the deflation of prices following. Following are the unchanged quotations:

**LINSEED OIL—**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0 90 | 0 92 |
| 5 to 10 barrels | 0 88 | 0 90 |

Broken lots add 10c gal.

### Shellac Prices Lowered in Some Quarters

**Montreal.**

The local quotations on shellac are further reduced 20 cents per gallon in both quantities of orange and white. This is not due however, to any further change in the undertone, but local dealers have lowered their prices to meet competition. The tone of the shellac market is fairly steady although the firmness of a few weeks ago can hardly be reported owing to a falling off in demand. Folowing are present quotations:

### Window Glass Awaits Increased Activity

**Montreal.**

Manufacturers and importers of window glass and plate glass are still marking time, awaiting the increased activities of the fall months. While sales are still small, dealers are paying attention to their stock preparatory to better business that will undoubtedly prevail, and stocks are being replenished from week to week. From a selling point of view, there is really little new, the Montreal glass list continuing to stabilize the market for window glass, and plate glass is selling at 60 per cent. off list.

**SHELLAC—**

| | |
|---|---|
| Orange shellac, in barrels | $ 3 60 |
| Do., in one gal. jugs | 3 90 |
| White, in barrels, or 5 gal. jugs | 4 00 |
| Do., in one gal. jugs. | 4 40 |

## TORONTO

TORONTO, August 24.—Anticipated price development on white lead in oil, also on putty, absorb the chief interest in the weekly paint markets. Tenative rumors of comtemplated revision in quotations on these products were active some few weeks back, but no official announcement has yet come to hand. It is generally understood, however, that action in this connection will soon be forthcoming, and keen interest is attached to any steps in the direction of lower prices on either lead in oil or putty, as the feeling is now prevalent in paint circles, that revisions in prices on these products are likely to lead towards a readjustment in paints, and the allied products generally.

Shellac prices are now quoted on a more uniform price level, due to the elimination of the higher range which recently prevailed. The firm price on flax seed and the lack of demand for cake meal are stated as contributory elements in maintaining prices on linseed oil, which generally remain at last week's level.

The average local quotation on turpentine also remains unchanged this

# Hillcrest

# Pure

# White Lead

## Every Iron Sold Boosts Your Business

This is smooth, wonderfully-ground white lead of an almost dazzing whiteness. The clear smoothness can only be fully appreciated by seeing it and trying it. This is a real asset to the paint and varnish department of your store. You'll be proud to sell "Hillcrest" Pure White Lead—especially to professional painters that can appreciate it; it brings them back for more.

When the "Hillcrest" salesman comes with "Hillcrest" Pure White Lead, give him a good hearing. He will be glad to tell you more about it and show you how helpful all the "Hillcrest" lines can be in building up lasting trade among your permanently satisfied customers. We are manufacturing "Hillcrest" Paint products with an exactness that assures you the ability to supply customers with the same satisfying goods now or in years to come.

### We Also Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

WATCH FOR OUR SEMI-MONTHLY BULLETIN NEXT SATURDAY.

**Sanderson Pearcy & Co.**
**Limited**
**272 Van Horne St. (Corner Dufferin St.)**
**West Toronto, Canada**

"Save the surface and you save all" *Paint & Varnish*

HILLCREST
A GUARANTEE OF QUALITY

"Save the surface and you save all" *Paint & Varnish*

# Hillcrest Paint Products

week, but easier price levels have been recorded on the primary markets. The future trend of local quotations is stated as depending upon the current demand, combined with the nature of stocks and supplies.

No new development has been recorded in the glass markets, distributors generally awaiting the anticipated fall activity.

## Linseed Oil Prices Hold

**Toronto.**

While quotations on linseed oil generally remain unchanged this week, yet easier tones are recorded in some quarters. The firmer prices on flax seed, combined with the lack of demand for cake meal, are contributory elements combining to maintain prices on the oil itself, however, as crushers state that easier quotations on the by-product generally serve to firm up linseed oil prices.

**LINSEED OIL—**

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels, per gal. ....$ | 0 97 | $ 1 00 |
| 3 to 5 barrels, per gal. ..... | 0 96 | 0 99 |
| 6 to 9 barrels, per gal. ..... | 0 94 | 0 97 |

Less barrels, add 15 cents per gal.

## Turpentine Prices Easier on Primary Markets

**Toronto.**

While prices on turpentine officially remain unchanged this week, yet an easier tone has developed on the southern markets, and a corresponding lower price level has been recorded. Whether this cituation heralds the return of price reductions on turpentine generally, or wether the stronger undertone recently noted will be maintained can only be determined by the current demand for the product combined with the availability of future supplies.

**Toronto.**

After recording a fairly steady advance during the past few weeks, the turpentine market has eased off again. The strong undertone, due to shipments from the southern markets in supplying the British demand, has now diminished with the completion of these sailings, and reports from the primary markets indicate that current activity has dwindled to small proportions.

Local quotations generally remain unchanged as follows:

**TURPENTINE—**

| | Per Imp. Gal. |
|---|---|
| 1 barrel lots .....$ | 1 00 |
| 2 to 4 barrel lots ..... | 0 99 |
| 5 gallon lots ..... | 1 15 |

## Uniformity Now Shown in Shellac Quotations

**Toronto.**

Although no general price reduction has taken place in quotations on shellac, yet the prevailing local prices now show more uniformity Quotations from the various distributors, while still varying slightly in some instances, do not register the wide range in prices which was recently evident. The easier tone in shellac gum on the primary markets has been reflected in the elimination of the higher levels. The prevailing quotations will be found on the current market pages.

## Current Prices on Putty Are Still Maintained

**Toronto.**

While current prices on putty are still maintained at the levels recently in effect, expectations have been noted in some quarters that a readjustment in putty prices might develop. The easier tone on linseed oil, coupled with the seasonable anticipations for improved sales of putty, are stated as contributing to this situation. No official announcement has been made in this connection, however, and the following quotations continue in effect:

**PUTTY—**

| | Per 100 lbs. |
|---|---|
| Standard in 100 lb. drums .....$ | 7 05 |
| Do., in 25 lb. irons ..... | 7 30 |
| Do., bladders in bbls. ..... | 8 30 |
| Do., less quantities ..... | 8 55 |
| Pure, in 100 lb. drums ..... | 8 55 |
| Do., in 25 lb. irons ..... | 8 80 |

## Expect Revision in White Lead in Oil Prices

**Toronto.**

Although there has been no change reported in the prices on white lead and oil, up to the moment of going to press, yet current indications point towards a readjustment in quotations as being more or less eminent. No official announcement has yet been made as to whether such a change would develop, but the easier tone in both lead and oil are quoted as symptons of pending price revision. At present, however, quotations on white lead in oil hold at $14.95 per 100 lbs. in ton lots, and $15.30 per 100 lbs. in less quantities.

## Preparing for Fall Painting Activities

**Toronto.**

Although the quiet season in paints, varnishes and similar products is now generally apparent, yet paint manufacturers and distributors are preparing for a marked renewal of business in this industry during the fall period. No further reference has been made by manufacturers with regard to lower prices on paints generally, the report that current production costs do not warrant any declines under existing circumstances being firmly adhered to. The influence of lower freight might be reflected in this direction, but it is stated that any such revision in transportation charges would not be immediately apparent in the paint industry, and is only one of a number of cost elements entering into production considerations

# General Market Report

Continued from Page 42

## Stove Boards Selling Well

**London, Ont.**

With the near approach of the fall season, a marked activity is noted in the movement of stove boards, and these are now reported to be selling well. The prices are unchanged from the following:

Wood Lined, List less 15 per cent.

Paper Lines, List less 30 per cent.

## Big Increase Noted in Sale of Flashlights

**London, Ont.**

A big increase in the current sales of flashlights and batteries has been noted during the past two weeks. Prices on the Eveready Daylo line remains at list less 33 1-3 per cent.

## Ammunition Now in Popular Demand

**London, Ont.**

Booked orders of shells and cartridges are now being shipped, and the movement in ammunition promises a popular season in hunting activities of all kinds this coming fall . Prices reman firm, with the following quotations now in effect:

Dominion Make List Less 30-20 per cent..

American Make American List Plus 22½ per cent.

## Sorting Movement in Rope

**London, Ont.**

A fair sorting movement is reported in rope and twine. Sales are small, but there is usually no marked activity at this season of the year. Prices are being maintained at the following levels, no change having been recorded:

**ROPE**

| | |
|---|---|
| Pure Manila ..... | 23c lb. base |
| Beaver Manila ..... | 19c lb. base |
| New Zealand Hemp ..... | 19c lb. base |
| Sisal ..... | 17c lb. base |

## Harvest Tools Still Selling

**London, Ont.**

Dealers still report a seasonable sale of certain harvest tools, and the total number of sales this year indicates a fair volume of business in these products. Prices remain unchanged at list less 50 and 10 per cent.

## Fair Sale of Spades, Shovels and Scoops

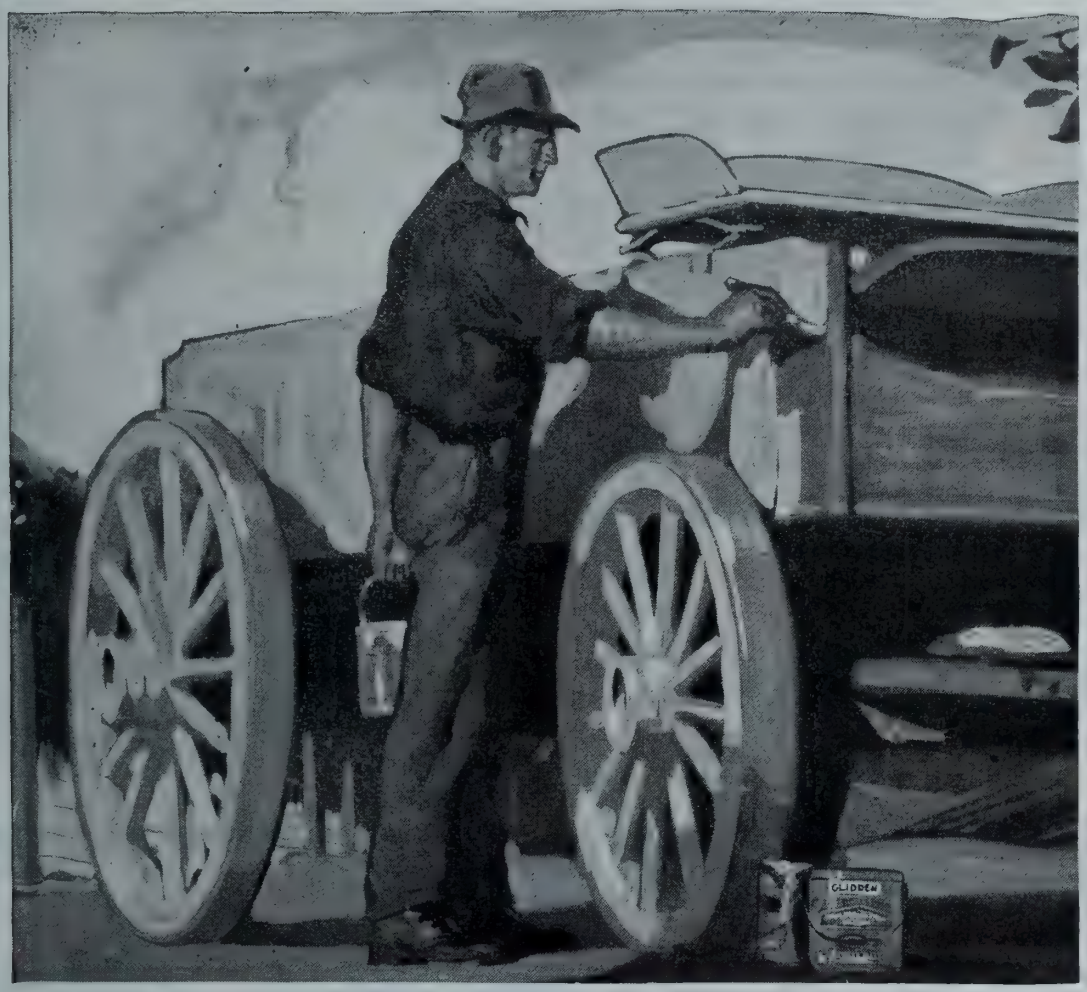
**London, Ont.**

There has been a fair sale reported during recent weeks for spades, shovels and scoops. Prices are generally being well maintained, no change having been recorded. The current quotation is list less 45 per cent.

## More Sales for Washing Machines and Wringers

**London, Ont.**

A fair sale is now reported for washing machines and wringers, and since the recent revision in discounts, this movement has shown some slight improvement. Prevailing quotations remain unchanged at list less 30 per cent




# More Business from the Farm

In these days of convenient traveling the farmer is a bigger business prospect than ever before.

He is more discriminating, too. He insists upon Glidden quality. The farmer's wife is insisting upon the quality results that she can expect from Glidden Finishes.

Prepare now to meet this larger demand and more *exacting demand*. Glidden will measure up in every way.

Let our representative discuss this profitable subject with you or let us send interesting literature.

"Save the surface and you save all" *Paint & Varnish*

**THE GLIDDEN COMPANY, LTD.**
**Toronto, Ontario**
*Branches at Montreal and Winnipeg*

If interested, tear out this page and place with letters to be answered.

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION, DOMINION

| | Blk. List. | Lesmok List. | Smkless. List. |
|---|---|---|---|
| 22 Short | ..... | $10 00 | 10 70 |
| BB Caps | ..... | ..... | $ 7 00 |
| 22 S. Mush | ..... | ..... | 11 50 |
| 22 Long | ..... | 12 00 | 15 00 |
| 22 L. Mush. | ..... | ..... | 16 00 |
| 22 L. R., do. | ..... | ..... | 18 70 |
| 22 L. Rifle | ..... | 14 00 | 17 50 |
| 25 Short | $23 50 | ..... | ..... |
| 25 Long | 33 00 | ..... | ..... |
| 32 Short | 23 50 | ..... | ..... |
| 25/20 | 56 00 | ..... | 70 00 |
| 25 Colt Auto. | ..... | ..... | 58 00 |
| 30 Mauser | ..... | ..... | 91 00 |
| 32 S. & W. | 38 50 | ..... | 42 00 |
| 32 S. Colt | 38 50 | ..... | ..... |
| 32 Colt Auto. | ..... | ..... | 63 00 |
| 32/20 | 56 00 | ..... | 70 00 |
| 38 S. & W. | ..... | ..... | 54 50 |
| 44 G. Getter | ..... | ..... | 66 50 |
| 44/40 | 66 50 | ..... | 84 00 |
| 455 Target | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross | ..... | ..... | 209 00 |
| 26/35 | ..... | ..... | 125 50 |
| 30/30 | ..... | ..... | 144 50 |
| 303 Savage | ..... | ..... | 144 50 |
| 303 British | ..... | ..... | 190 00 |
| 32/40 | 102 50 | ..... | 121 50 |
| 32 Special | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. | ..... | ..... | 190 00 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 35 Rem. Rim | ..... | ..... | 159 50 |
| 38/55 | 125 50 | ..... | 152 00 |
| 45/70-405 | 133 00 | ..... | ..... |

Dominion Ammunition—Discount 30/20%.

### AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AXES

| | | |
|---|---|---|
| Boys' Axes | 14 25 | 15 50 |
| Hunters' Axes | 12 00 | 13 50 |
| Single Bits, doz. | 18 00 | 19 50 |
| Double Bit | 23 50 | 24 00 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ 50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |

Axes, Bench, 45 per cent. off list.

### BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

### BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F.O.B. Montreal.

### BITS, AUGER

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3-16 | $ 6.00 | 18-16 | $12.00 |
| 4-16 | 5.00 | 19-16 | 14.00 |
| 5-16 | 5.00 | 20-16 | 14.00 |
| 6-16 | 5.00 | 21-16 | 16.00 |
| 7-16 | 5.00 | 22-16 | 16.00 |
| 8-16 | 5.00 | 23-16 | 18.00 |
| 9-16 | 6.00 | 24-16 | 18.00 |
| 10-16 | 6.00 | 25-16 | 21.00 |
| 11-16 | 7.00 | 26-16 | 21.00 |
| 12-16 | 7.00 | 27-16 | 24.00 |
| 13-16 | 8.25 | 28-16 | 24.00 |
| 14-16 | 8.25 | 29-16 | 27.00 |
| 15-16 | 9.50 | 30-16 | 27.00 |
| 16-16 | 9.50 | 31-16 | 30.00 |
| 17-16 | 12.00 | 32-16 | 30.00 |

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers, add 5%.
Irwin Auger Bits, list plus 15%
Irwin Car Bits, add 5%.

F.O.B. Toronto, Montreal, London and Hamilton.

### BOARDS, BAKE

| | ⅜ Rim. | ¾ Rim |
|---|---|---|
| 0—16 x 22 Doz. | $ 8 90 | $12 50 |
| 1—18 x 24 doz. | 10 78 | 12 80 |
| 2—18 x 29 doz. | 12 10 | 14 75 |
| 3—20 x 30 doz. | 13 86 | 17 75 |

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1, Daisy | $38 00 |
| No. 10, Daisy | 43 00 |
| No. 33 | 21 00 |
| No. 35 | 38 00 |
| No. 36 | 43 00 |
| Perfection | 48 00 |

### BOARDS (Wash) Zinc.

| | Dozen |
|---|---|
| Baby Globe | $ 3 00 |
| Beaver (brass) | 9 00 |
| Canada Glass | 9 00 |
| Competition Globe (metal) | 5 90 |
| Diamond King (glass) | 8 75 |
| Enamel Queen | 9 50 |
| Glass Globe | 8 75 |
| Improved Globe | 5 85 |
| Jubilee | 7 15 |
| Neptune | 6 50 |
| Newmarket King | 7 15 |
| Pony | 2 70 |
| Royal Globe | 6 00 |
| Solid Back Globe | 7 25 |
| Standard Globe | 6 00 |
| Supreme Zinc | 6 50 |
| Western King (enamel) | 9 50 |

F. O. B. Newmarket.

### BOILERS (Range)

| | each |
|---|---|
| 30-gal., standard | 8 75 |
| 30-gal., extra heavy | 11 50 |

Prices nominal.

### BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 20%.

Carriage Bolts ($1 list), 7-16 in. dia, and larger, 20 %.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 45%

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 30%.

Machine Bolts, 7-16 in. dia. and larger, 35 %.

Sleigh Shoe Bolts, all sizes, 20%.

Coach and Lag Screws, 40%.

Bolt Ends, 35%.

Square Head Blank Bolts, 35%.

Plow Bolts, 1, 2, 3 head, 25%.

Plow Bolts, others, 30%.

Elevator Bolts, large head, 20%.

Elevator Bolts, corrugated heads 50%.

Fancy Head Bolts, 20%.

Shaft Bolts, ($3 list), 20%.

Step Bolts, large head ($3 list) 20%.

Whiffletree Bolts, 20%.

Tire Bolts, 50%.

Stove Bolts, 65%.

Nuts, 2 in. and smaller, square Blank, add to list, 50 cents.

Nuts, 2 in., and smaller, square—Tapped, add to list, $1.00.

Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.00.

Tapped, add to list, $1.50.

Nuts, 2 in., and smaller, hexagon—

Terms—Cash in 30 days from date of shipment, less 2%.

### BORAX

Lump Crystal Borax, lb..13c-15c

F. O. B., Montreal, London, Toronto.

### BRASS

| | Base |
|---|---|
| Sheets, base, Montreal | 0 27 |
| Do., Toronto | 0 27 |
| Rods, base ½ to 1 in., round, Montreal | 0 25 |
| Do., Toronto | 0 27 |
| Tubing, seamless, base, Montreal | 0 35 |
| Do., Toronto | 0 34 |

F.O.B. Montreal and Toronto.

### BROOMS

| | Doz. |
|---|---|
| No. 5, 4 strings | $ 6 65 |
| No. 5, standard | 7 50 |
| Little Beauty | 9 40 |
| Royal Blue | 13 90 |

### BUTTS

| | Wrought Steel— |
|---|---|
| No. 840 | Net |
| No. 800 | Net |
| No. 838 | Net |
| No. 808 | add 10% |
| No. 804 | less 10% |
| No. 802 | Net |
| No. 810 | add 25% |
| No. 814 | add 25% |

F.O.B. Toronto, Montreal, London, Hamilton.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### CEMENT

Quotations withdrawn. Prices on application.

### CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

### CHURNS

List price hand churns—No. 0 $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

### CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

### CLOCKS—ALARM—

| | each |
|---|---|
| Big Ben | $ 3 75 |
| Good Morning, each | 1 90 |
| Lookout | 2 05 |
| Sleepmeter | 2 25 |

### CLOTHES BARS AND DRIERS

| | Per doz. |
|---|---|
| Clothes Bars, No. 1 | 14 40 |
| No. 2 | 19 00 |
| No. 3 | 14 40 |
| No. 4 | 11 00 |
| No. 5 | 16 00 |
| No. 6 | 13 00 |

### CLOTHES HORSE, Etc.

| | Folding | Exten. |
|---|---|---|
| 4 ft. | $13 50 | $27 00 |
| 5 ft. | 17 00 | 34 00 |
| 6 ft. | 20 00 | 40 00 |

### CLOTHES LINES (Galvanized)

| No. | 1,000 ft. |
|---|---|
| 18—100 ft. lengths | $6 50 |
| 18—50 ft. lengths | 7 10 |
| 19—100 ft. lengths | 5 50 |
| 19—50 ft. lengths | 6 75 |

F.o.b. Montreal, Toronto, London.

### COBBLER SETS

Common, per set ..... $1 35

### CLOTHES LINE REELS

| | Doz. net |
|---|---|
| No. 3 | $20 60 |
| No. 3½ | 21 60 |
| No. 4 | 28 30 |

### COIL CHAIN

| | Fireweld | Proof | B.B.B. |
|---|---|---|---|
| 5-16 inch | ..... | ..... | 19 40 |
| ⅜ inch | 15 30 | | 16 55 |
| 7-16 inch | 13 15 | | 16 15 |
| ½ inch | 12 75 | | 15 75 |
| ⅝ inch | 12 00 | | 13 65 |
| ¾ inch | 11 25 | | 13 40 |
| ⅞ inch | 10 80 | | 13 00 |
| 1 inch | 10 40 | | 12 60 |

F.O.B. Montreal and Toronto.

| | Electric Proof | Weld B B B |
|---|---|---|
| 3-16 in. | $17 80 | $20 25 |
| ¼ in. | 16 25 | 18 70 |
| 5-16 in. | 13 75 | 15 50 |
| ⅜ in. | 11 75 | 13 75 |
| 7-16 in. | 11 25 | 13 25 |
| ½ in. | 11 00 | 12 50 |
| ⅝ in. | 11 25 | 12 80 |
| ¾ in. | 11 00 | 12 50 |

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.: F.o.b. Montreal, Toronto, Hamilton, London.

### COMBS—CURRY—

| | Doz. |
|---|---|
| No. 111 | $2 00 |
| No. 121 | 2 20 |
| No. 127 | 2 90 |

### CATTLE—

| | |
|---|---|
| 98 | $2 60 |
| 100 | 3 70 |

F.O.B. Montreal, Toronto, Hamilton, London.

### COPPER—

| | Mont. Base | Toronto Base |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 32 | 0 32 |
| Soft sheets, plain. 16 oz. and heavier, lb. | 0 32 | 0 32 |
| Plain Tinned, 16 oz. and heavier, lb. | 0 37 | 0 40 |
| Polished and Tinned 16 oz. and heavier, lb. | 0 42 | 0 45 |
| Tubing, lb. | 0 36 | 0 37 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | $0 52 |
| No. 7, lb. | 0 51 |
| Nos. 8, 9, 10, 12 | 0 50 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CROWBARS

Per 100 lbs.—Montreal, $9.00; Toronto, $9.50; London, $9.75.

### DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

| | |
|---|---|
| 2 ft. 6 in., doz. | $45 00 |
| 2 ft. 8 in., doz. | 45 60 |
| 2 ft. 10 in., doz. | 46 70 |
| 2 ft. 7 in., doz. | 46 80 |

### DRILLS—

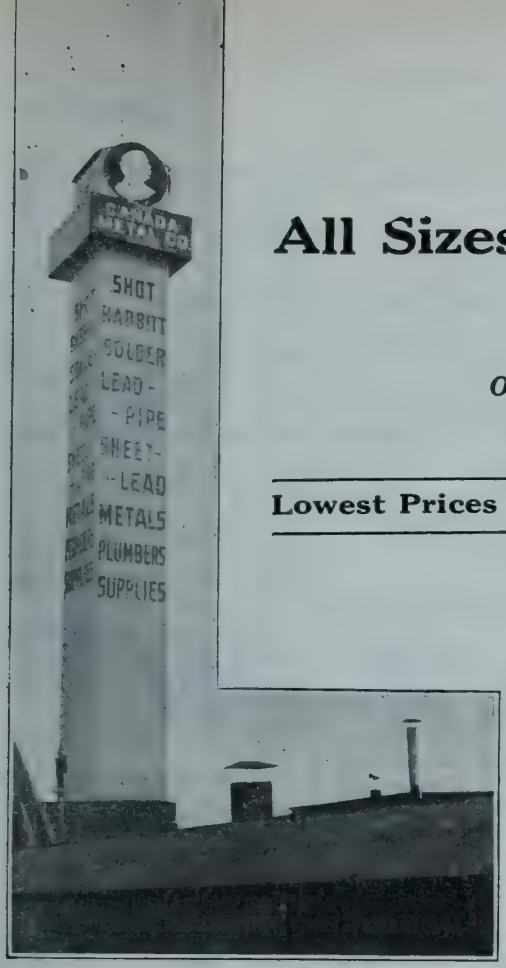
Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank

| List | each | | |
|---|---|---|---|
| ⅛ | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | ⅝ | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| ¼ | .60 | 23/32 | 1.60 |
| 9/32 | .65 | ¾ | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| ⅜ | .80 | 27/32 | 2.00 |
| 13/32 | .85 | ⅞ | 2.10 |

(Continued next page.)

# SHOT




**All Sizes** **25 lb. Bags**

**Kegs or any weight**

*Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.*

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

**Toronto** **Montreal** **Winnipeg** **Vancouver**

---

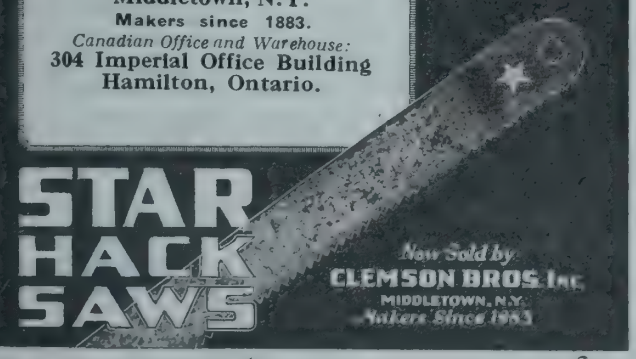
### Are You Carrying Too Many Brands?

Many dealers tell us they have found one brand of hack saw in stock is enough. They have found STAR is the one brand of universal demand that every user wants—the leader for 35 years.

Star Saws are now sold by the factory in Middletown, New York, that has always made them. And every Star Blade is still made under the personal supervision of George N. Clemson.

Look for the famous green box and don't be misled. Insist on the genuine Star.

**CLEMSON BROS., Inc.**
**Middletown, N.Y.**
**Makers since 1883.**
*Canadian Office and Warehouse:*
**304 Imperial Office Building**
**Hamilton, Ontario.**

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**THE L. MARTIN CO.**
**HEADQUARTERS FOR**
**LAMPBLACK**
**IN ENGLAND AND AMERICA**

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

**Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.**

---

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all holder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

**CHICAGO SOLDER COMPANY**
**4225 Wrightwood Ave.** **Chicago, U.S.A**

**DRILLS**—Continued

| | | | |
|---|---|---|---|
| 7/16 | .90 | 29/32 | 2.20 |
| 15/32 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

**BIT STOCK**, list per doz., less 45%.

| | | | |
|---|---|---|---|
| 3/32 | $2.70 | ⅜ | $8.50 |
| ⅛ | 3.00 | 7/16 | 10.50 |
| 5/32 | 3.50 | ½ | 13.00 |
| 3/16 | 4.00 | 9/16 | 15.00 |
| 7/32 | 4.50 | ⅝ | 18.00 |
| ¼ | 5.00 | 11/16 | 21.00 |
| 9/32 | 6.00 | ¾ | 24.00 |
| 5/16 | 7.00 | ⅞ | 30.00 |

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

**EMERY CLOTH**
See under Sandpaper.

**ENAMELWARE**
See prices under heading Wares.

**FILES AND RASPS**
Discounts below apply to list of Nov. 1, 1899.

| | |
|---|---|
| Great Western, Amer. | 50% |
| Kearney, Foot, Arcade | 55% |
| J. Barton Smith, Eagle | 55% |
| P. H. and Imperial | 55% |
| Globe | 55% |
| Nicholson | 32½% |
| Black Diamond | 32½% |
| Delta Files | 20% |
| Firth Files | 50% |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**—

| | Mont. | Tor. |
|---|---|---|
| Cast iron fittings | 20% | 20% |
| Malleable bushings | 30% | 30% |
| Cast bushings | 30% | 30% |
| Unions | 40% | 40% |
| Flanged unions | 20% | 20% |
| Plugs, cast iron | 30% | 27½% |
| Plugs, solid | .... | 10% |
| Plugs, countersunk | net | net |
| Couplings, 4 in. and under | 25% | 25% |
| Do., 2½ in. and larger | 5% | 5% |

**POUND GOODS**—

| Class— | Blk. Montreal | Galv. |
|---|---|---|
| A | .... | .... |
| B | 0 20 | 0 28 |
| C | 0 13 | 0 20 |
| | Toronto | |
| A | 0 60 | 0 75 |
| B | 0 24 | 0 34 |
| B | 0 15 | 0 24 |

**NIPPLES, WROUGHT**
Close and short, 4 in. and under, 45%, 4½ and larger, 35%; long, 4 in. and under, 55%, 4½ in. and larger, 45%; running thread, 4 in. and under, 25%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

**GRINDSTONES**— Per 100 lbs.

| | |
|---|---|
| Under 50 lbs., 1½ to 1¾" face | 5 00 |
| Under 50 lbs., 2¼ to 3" face | 4 25 |
| Over 50 lbs., 2¼ to 3" face | 4 00 |
| Bi-Treadle, each | 9 75 |
| Cycle BB | 8 75 |

**GRINDSTONE FIXTURES** Doz.

| | |
|---|---|
| No. 22 | $9 60 |
| No. 33 | 9 95 |
| No. 2½ | 11 90 |
| No. 3 | 12 00 |

F.o.b. Toronto.

**HALTERS, LEATHER** Doz.

| | |
|---|---|
| Russett rope tie, 1 in. | ..... |
| Black, rope tie, 1 in. | ..... |
| Black, rope tie, 1¼ in. | .... |
| No tie, 1 in. | ..... |
| No tie, 1¼ in. | ..... |

**HALTERS, ROPE**

| | Per Grs. |
|---|---|
| Sisal, 7-16 in. | $22.75 |
| Do., 9-16 in. | 35.00 |
| Jute, 7-16 in. | 22.75 |
| Do., 9-16 in. | 35.00 |

**HAME FASTENERS** Per Doz.

| | |
|---|---|
| Dodson | $4 60 |

**HAMMERS, NAIL** Doz.

| | |
|---|---|
| No. 21 | $14 00 |
| No. 1 | 19 00 |
| Nos. 1½, 61½ | 18 75 |

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can. 2-2½ lbs., cwt. | $25 00 |
| Do., 3-4½ lbs. | 23 00 |
| Do., 5 lbs. and over | 16 00 |
| Masons, 2-2½ lbs. | 31 50 |
| Do., 3-4½ lbs. | 28 25 |
| 5 lbs. and over | 23 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HAMMERS, STRIKING**

| | |
|---|---|
| No. 38, No. 46, 5 lbs. and over | $16 00 |

**HAMMERS, MACHINIST**

| | |
|---|---|
| No. 30, 1-lb. | $12 60 |
| No. 30, 1¼-lb. | 13 50 |

Net.

**HANDLES (WOOD)**
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

**HANGERS, BARN AND PARLOR.**
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

| | List |
|---|---|
| Atlas No. 0 | $13 35 |
| Do., No. 1 | 13 80 |
| Do., No. 2 | 15 85 |
| Stearns, 4 in. | 12 80 |
| Do., 5 in. | 16 00 |
| Perfect, No. 1 | 10 50 |
| Canada | 13 25 |
| Hatch | 13 25 |
| National | 15 00 |
| America | 19 00 |
| Great West | 30 00 |

**HATCHETS, LATHING** Per Doz.

| | |
|---|---|
| No. 3 | $10 25 |
| No. 4 | 11 25 |

**HATCHETS, SHINGLING**

| | |
|---|---|
| No. 1 | $10 25 |
| No. 2 | 11 25 |

**HATCHETS, BARRELLING**

| | |
|---|---|
| Nos. 50, 60 | $15 75 |

**HATCHETS, CLAW**

| | |
|---|---|
| No. 7 | $12 25 |
| No. 8 | 13 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Glower Heater | $12 00 |
| Heatray Heater | 14 00 |

Discount 22%-33%, according to quantity.

| | |
|---|---|
| Majestic, 1 Burner | $11 50 |
| Do., 2 Burner | 17 50 |

Discount 27½%.

| | |
|---|---|
| Universal | 13 80 |

Discount 20 and 5%.
F.o.b. Toronto.

**HINGES, SPRING**

| | |
|---|---|
| No. 200 and No. 20, per doz. | $ 2 00 |
| Ajax Floor No. 3111, per set | 1 85 |
| Reliance Door No. 270. | |
| Light, per doz. | 3 15 |
| Medium, per doz. | 4 20 |
| Heavy, per doz. | 6 40 |

**HINGES, TEE AND STRAP**

| Heavy in Bulk. | Strap Doz. pairs. | Tee pairs. |
|---|---|---|
| 4 inch | $3 00 | $2 55 |
| 5 inch | 3 70 | 3 20 |
| 6 inch | 4 00 | 3 60 |
| 8 inch | 5 40 | 4 10 |
| 10 inch | 9 60 | 7 30 |
| 12 inch | 11 90 | 11 60 |
| 14 inch | 13 60 | 11 80 |

Discount 35%.

| Light. Net Prices. | | |
|---|---|---|
| 3 inch | $0 90 | $0 90 |
| 4 inch | 1 08 | 1 00 |
| 5 inch | 1 26 | 1 17 |
| 6 inch | 1 53 | 1 35 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

**HOES.** Grub $9 75

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 90 | $7 50 |
| No. 3, per doz. | 5 00 | 8 00 |
| No. 4, per doz. | 5 10 | 8 50 |
| Little Giant, | 8 00 | ... |
| Barden Patent | 8 00 | .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger | No. 1 and smaller Less 20c |
|---|---|---|---|
| Light iron | 0-7 | $7.75 | $8.00 |
| Long heel light iron | 3-7 | 7.75 | |
| Medium iron | 1-8 | 7.75 | 8.00 |
| Heavy iron | 6-8 | 7.75 | |
| Snow | 1-6 | 8.00 | 8.25 |
| New-light "XL" steel | 1-6 | 8.20 | 8.45 |
| Featherweight "XL" steel | 0-4 | 9.60 | |
| Special-countersunk | 0-4 | 10.10 | ... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $19 00 |
| Do., ⅝ in., 10 ft. | 21 50 |
| Do., ¾ in., 100 ft. | 25 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**IRON AND STEEL**
See weekly report.

**IRON, TINNED**
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

**IRONS (SAD)**

| | |
|---|---|
| Potts, polished, per set | $2 18 |
| Potts, nickel plated, per set | 2 30 |
| Potts handles, japd., doz. | 2 15 |
| Common, No. 1, 4 and 5 lbs. | 18 00 |
| Do., 6 lbs. and up | 17 00 |

F.o.b. Montreal.

**IRONS, ELECTRIC**
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

**KNIVES, HAY**

| | |
|---|---|
| Spear Point | $19 00 |
| Lightning | 17 50 |
| Heath's | 17 50 |

**LADDERS, ETC.**

| Step Ladders | Per ft. |
|---|---|
| Standard | 0 46 |
| Household | 0 30 |
| Shelf Lock, 4 to 8 ft. only | 0 32 |
| Faultless, 4 to 8 ft. only | 0 46 |
| Do., 10, 12 and 14 ft. | 0 51 |
| **Single and Fruit Picking** | |
| 10 ft. to 16 ft. | 0 30 |
| 18 ft. to 20 ft. | 0 31 |

F.o.b. Toronto, Hamilton, London,

| Roped and Straight Extension Ladders | |
|---|---|
| 20 to 32 ft. | 0 32 |
| 36 to 44 ft. | 0 35 |
| Over 44 ft. | 0 43 |
| Special quality, 20 to 40 ft. | 0 40 |
| Three section extension | 0 40 |

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS.** Per doz.

| | |
|---|---|
| Short or Long Globe, plain or jap'd | $12 00 |
| Dash, plain | 18 75 |
| Do., Japd | 19 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES**
Cold Blast, Short or Long

| | |
|---|---|
| 1 doz. cases | $1 65 doz. |
| 3 doz. cases | 1 55 doz. |
| 6 doz. cases | 1 35 doz. |
| Cold blast, genuine ruby | 5 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES**— Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $2 25 |
| Do., No. 3 | 3 15 |
| Do., No. 4 | 4 70 |
| Barn Door, No. 5 | 3 30 |
| Do., No. 9 | 2 50 |

F.o.b. Montreal, Toronto, London.

**LEAD**—
For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**— List each.

| | |
|---|---|
| Dowswell | $12 75 |
| Noiseless | 17 50 |
| Hamilton | 14 00 |
| Peerless | 14 50 |
| Snowball | 19 50 |
| New Century, style A | 19 75 |
| New Century, style B | 21 75 |
| New Century, Electric | 160 00 |
| Playtime, engine drive | 27 00 |
| Ideal Power | 30 00 |
| Seafoam, electric, style A | 105 00 |
| Seafoam, engine drive | 50 00 |
| Sunshine | 10 25 |
| Popular | 14 50 |
| Economic | 16 00 |
| Puritan | 19 50 |
| New Champion | 21 50 |
| Home | 21 50 |
| Vacuum | 28 00 |
| Home Water, motor | 28 00 |
| Whirlpool, water power | 31 00 |
| Hydro, 1 Tub, engine drive | 57 00 |
| Do., do., electric | 116 50 |
| Rotary water motor washer | 29 00 |
| Connor ball-bearing, with rack | 22 75 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 132 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor, vacuum | 27 50 |
| Patriot | 21 50 |
| Jubilee | 12 50 |
| Canada First | 21 50 |

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MATTOCKS**—

| | |
|---|---|
| Cutter, doz. | $12 25 |
| Pick, doz. | 12 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**—

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $36 25 |
| No. 8, dozen | 40 92 |
| Universal— | |
| No. 4, dozen | $40 00 |
| No. 8, dozen | 52 00 |

**MOPS**— Doz. net.

| | |
|---|---|
| Liquid Veneer | $20 00 |
| O-Cedar, less handle | 14 00 |
| Do., with handle | 16 00 |
| S. W. Mops, complete | 4 75 |
| Mop Sticks, No. 8 | 2 00 |
| Cast Head Mop | 2 00 |
| Crescent, No. 10 | 2 85 3 25 |
| Crank wringing | 7 00 9 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**—

| | |
|---|---|
| Adanac | 35% |
| Woodyatt | 20% |
| Empress | 20% |
| Mayflower | 25% |
| Ontario Daisy | 20% |
| Star | 20% |
| Whippet | Net |
| Thousand Island | Net |
| Red Wing | Net |
| Blue Bird | Net |

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

**NAILS**—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| 1 inch | $1 50 | 2¾ inch | $0 30 |
| 1⅞ inch | 1 40 | 3 inch | 0 20 |
| 1¼ inch | 1 15 | 3¼ inch | 0 15 |
| 1½ inch | 0 80 | 3½ inch | 0-10 |
| 1¾ inch | 0 75 | 4 inch | 0 05 |
| 2 inch | 0 60 | 4½ inch | 0 05 |
| 2¼ inch | 0 55 | 5 inch | base |
| 2½ inch | 0 30 | 5½ inch | base |
| | | 6 inch | base |

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.30 base.
Owen Sound or Collingwood, $4.40 base.
F.o.b. Montreal, $4.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.30.
Sault Ste. Marie, Port Arthur, Fort William, $4.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

**NAILS, CUT**—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.
F.o.b. Montreal, Toronto, Hamilton,

# Wa-Ko-Ver Stain
## Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

*Write Us For Reasons Why You Should Handle This.*

"Save the surface and you save all" *Paint & Varnish*

## G. F. Stephens & Co., Limited

***Paint and Varnish Makers***

**Winnipeg** **Calgary** **Edmonton**

**NAILS (HORSE)**

| Size | C Brand |
|---|---|
| Capewell— | Per 25-lb.box |
| No. 5 | $6 75 |
| No. 6 | 6 50 |
| No. 7 | 6 25 |
| No. 8 | 6 00 |
| No. 9 to 12 | 5 75 |

Discount, 10%

**"M.R.M." BRAND**

| No. | Net Price List Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 25 |
| 4 | 1¾" | 10 25 |
| 5 | 1 15-16" | 5 25 |
| 6 | 2⅛" | 5 00 |
| 7 | 2 16-16" | 4 75 |
| 8 | 2½" | 4 75 |
| 9 | 2 11-16" | 4 50 |
| 10 | 2⅞" | 4 50 |
| 11 | 3 1-16" | 4 50 |
| 12 | 3¼" | 4 50 |

F.o.b. London, Hamilton, Montreal, Toronto.

**NETTING, POULTRY**

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 30 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

⅝ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mesh and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $24 00 |
| 30 inch.. | 20 00 | | |

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

| Invincible— | Per rod |
|---|---|
| 1848 | $0 95 |
| 2060 | 1 05 |

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | 5 50 |
| 36-inch, per roll | 7 15 |
| 48-inch, per roll | 8 35 |
| 60-inch, per roll | 9 85 |
| 72-inch, per roll | 11 25 |

Put up in 10 rod rolls.

**NIPPLES**

See Fittings.

**OAKUM—**

| | |
|---|---|
| Special No. 1 | $17 00 |
| Plumbers' | 7 50 |

F.o.b. Montreal, Toronto.

| OILS | Toronto |
|---|---|
| Royalite, gal. | 0 17½ |
| Palacine, gal. | 0 20½ |
| Gasoline, net, gal. | 0 31 |

Above prices net.

| | Gallon |
|---|---|
| Black oil (summer) | 0 21.1 |
| Black oil (winter) | 0 21.6 |
| Capital, cylinder | 0 78.1 |
| Mach. oil, reg. grades | 0 46.6 |
| Imperial gas engine oil | 0 59.1 |
| Paraffine | 0 22.5 |

List, less 15% on above.

| | |
|---|---|
| Imperial Kerosene, tractor | 1 25 |

List less 25%.

| | |
|---|---|
| Polarine, per gal., list | $ 1 05 |
| Polarine, medium, list | 1 05 |
| Polarine, heavy, list | 1 05 |
| Polarine, ex-heavy, list | 1 40 |

List, less 25 per cent.

| | |
|---|---|
| Gargoyle Mobiloil E and Arctic | 1 45 |
| Gargoyle Mobiloil, B | 1 70 |
| Gargoyle Mobiloil, BB | 1 70 |
| Gargoyle Mobiloil, A | 1 60 |

List, less 25 per cent. on above.

| | |
|---|---|
| Fuel Oil, bbl., net | 0 08.2 |
| Do., tank cars, net | 0 06.2 |

**OLD MATERIALS**

See weekly report.

| PACKING | Per lb. |
|---|---|
| Fine jute | $0 17 |
| Coarse jute | 0 13 |
| Hemp | 0 36 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

| PAPER | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No. 1, Anch | $1 35 | 1 35 |
| Do., No. 2, Anch. | 0 75 | 0 85 |
| Do., No. 2 Elephant. | 0 75 | 0 95 |
| Tarred Fibre, No. 1 Anchor | 1 45 | 1 45 |
| No. 2 | 1 10 | 1 10 |
| Elephant Brand, tarred, No. 2 | 1 10 | 1 25 |
| Surprise Fibre | 0 95 | 1 05 |
| Empress Dry Sheath'g | | 1 45 |
| Stag Sheathing | 0 95 | 0 95 |
| Cyclone, dry | 1 35 | 1 45 |
| Do., tarred | 1 45 | 1 60 |
| Joliette Sheathing | 0 75 | 0 95 |
| Do., tarred | 1 10 | 1 25 |

| | Per 100 lbs. |
|---|---|
| Monarch Sheathing, white | 5 75 |
| Do., gray | 4 75 |
| Straw Sheathing, heavy dry | 3 75 |
| Red Star heavy tarred straw | 3 90 |
| Imp. White Sheathing | 5 75 |
| Imp. Grey Sheathing | 4 75 |
| Scythe Brand dry straw | 3 75 |
| Spruce Sheathing, 36" and 72" wide | 7 25 |
| Asbestos Sheathing | 10 00 |
| Carpet Felt | 6 00 |
| Tarred Felt, 7, 10 and 16 oz. | 4 15 |

F.o.b. Toronto and Montreal and Hamilton.

**PASTE**

| Stick-Fast | |
|---|---|
| In barrels, 250 lbs., lb. | 0 14 |
| Barrels of 5 lbs., cotton bags, lb. | 0 15 |
| In kegs, 125 lbs., lb. | 0 16 |
| In 50-lb. boxes, lb. | 0 18 |
| In 25-lb. boxes, lb. | 0 19 |
| Solpar | |
| Barrels (200 lbs.), per lb. | 0 14 |
| 2-lb. pkgs, case lots, lb. | 0 16 |
| 1-lb. pkgs., case lots, lb. | 0 17 |

**PICKS—**

| Clay— | Montreal | Toronto |
|---|---|---|
| 5 to 6 lbs., doz. | $ 9 50 | $ 9 75 |
| 6 to 7 lbs., doz. | 10 50 | 10 75 |
| Rock— | | |
| 7 to 8 lbs., doz. | 11 50 | 11 75 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | $2 25 |
| 4 gross (cartons), 4 in. | 2 25 |
| Spring, 2 grs. box | 1 90 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 52, July 11, 1921.

**Standard Butterweld Pipe S-C.**

Per 100 feet

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 50 | $ 8 50 | $ | $ |
| ¼ in.. | 4 56 | 6 60 | 5 76 | 7 80 |
| ⅜ in.. | 4 56 | 6 60 | 5 76 | 7 80 |
| ½ in.. | 5 87 | 7 40 | 7 65 | 9 10 |
| ¾ in. | 7 02 | 8 97 | 9 55 | 11 50 |
| 1 in.. | 10 03 | 12 92 | 13 77 | 16 66 |
| 1¼ in.. | 13 57 | 17 48 | 18 63 | 22 54 |
| 1½ in.. | 16 23 | 20 90 | 22 28 | 26 95 |
| 2 in.. | 21 83 | 28 12 | 29 97 | 36 26 |
| 2½ in.. | 34 52 | 44 46 | | |
| 3 in.. | 45 14 | 58 14 | | |
| 3½ in.. | 59 80 | 75 44 | | |
| 4 in.. | 70 85 | 89 38 | | |

**Standard Lapweld Pipe S.C.**

Per 100 feet.

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| 2 in.. | $25 53 | $31 82 | $33 67 | $39 96 |
| 2½ in.. | 38 03 | 47 97 | 50 90 | 60 84 |
| 3 in.. | 49 73 | 62 73 | 66 56 | 79 56 |
| 3½ in.. | 60 72 | 76 36 | 80 96 | 96 60 |
| 4 in.. | 71 94 | 90 47 | 95 92 | 114 45 |
| 4½ in.. | 81 28 | 102 87 | 1 12 | 1 33 |
| 5 in.. | 94 71 | 119 88 | 1 30 | 1 55 |
| 6 in.. | 1 23 | 1 56 | 1 69 | 2 02 |
| 7 in.. | 1 64 | 2 09 | 2 21 | 2 63 |
| 8L in.. | 1 73 | 2 20 | 2 33 | 2 75 |
| 8 in.. | 1 99 | 2 53 | 2 68 | 3 17 |

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $18 40 | |
| 3 in. in 10-ft. lengths, list. | 22 30 | |
| 4 in., in 10-ft. lengths, list. | 29 60 | |
| 5 in., in 10-ft. lengths, list. | 40 00 | |
| 6 in., in 10-ft. lengths, list. | 49 00 | |

Less 60%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

| PIPE (SOIL) Med. and extra heavy. | |
|---|---|
| 2 in., 3 in. | 25% |
| 4 in. | 30% |
| 5, 6 in. | 30% |
| 8 inch | net |

| SOIL PIPE FITTINGS | |
|---|---|
| 2, 3, 4, 5, 6 in. | 40-10% |
| 8 in. | net |

**PIPE (STOVE)**

See prices under Wares, etc.

| PITCH | |
|---|---|
| Pine, black, per bbl. | $13 25 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 55 |

F.o.b. Montreal, Toronto

| PLANTERS, CORN | |
|---|---|
| King of Field, doz. | $13 20 |
| Triumph, doz. | 11 00 |

| PLATES, CANADA | | |
|---|---|---|
| Prices nominal, | Montreal. | Toronto |
| Do., 60 sheets | $6 85 | $7 75 |
| Ordinary, 52 sheets | 6 75 | 7 50 |

| PLATES, COKE, TIN | |
|---|---|
| 20x28x100 lb. basis, box | $ 18 00 |
| 20x28xIC. 112s., box | 18 50 |
| 20x28 IX, 112s., box | 20 50 |
| 20x28 IXX, 56s., box | 11 75 |
| 20x28 IXXX, 56s., box | 12 50 |

| PLATES, CHARCOAL, TIN | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

| PLATES, TERNE (Prices nominal) | |
|---|---|
| IC, 20x28, 112 sheets | $ 17 50 |

F.O.B. Toronto or Montreal.

| POLISH (O-Cedar) | Doz. Net |
|---|---|
| 4-oz. bottles | 2 40 |
| 12-oz bottles | 4 80 |
| 1-qt. can | 12 00 |
| ½-gal. cans | 20 00 |
| 1-gal. cans | 28 00 |
| Net. | |
| Liquid Veneer— | Doz. Net |
| 4-oz. | $2 40 |
| 12-oz. | 4 80 |
| 32-oz. | 10 00 |
| 64-oz., each | 1 34 |
| 128-oz., each | 2 34 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 2 | $3 10 | $3 30 |
| No. 3 | 3 40 | 3 65 |
| No. 4 | 4 05 | 5 00 |
| | | Each |
| No. 70 | | 7 00 |
| No. 80 | | 9 50 |

**PUMPS, REDWING**

| | | | |
|---|---|---|---|
| No. 0 | $6 85 | No. 4 | $12 75 |
| No. 1 | 7 50 | No. 5 | 15 25 |
| No. 2 | 8 75 | No. 6 | 18 00 |
| No. 3 | 10 75 | No. 6 | 18 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 45%; Iron burrs, 45% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING.**

| | Toronto |
|---|---|
| Samson, 1 ply, roll | $ 2 65 |
| Samson, 2 ply, roll | 3 10 |
| Samson, 3 ply, roll | 3 80 |
| | Mont. Toronto |
| Red Star, 2 ply, roll | $ 1 93 $ 1 93 |
| Everlastic, 3 ply | 2 80 [illegible] |
| Panamoid, 1 ply | 1 80 [illegible] |
| Panamoid, 2 ply | 2 20 2 20 |
| Panamoid, 3 ply | 2 60 2 60 |
| Everlastic Multi-Shingles (4 Shingles in One), sq. | 6 25 |
| Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. | 7 40 7 40 |

F.o.b. Montreal.

| Everlastic Liquid Roofing cement— | | |
|---|---|---|
| Per gal., in bbls. | 0 70 | 0 70 |
| 5 and 10 gal. lots, gal. | 0 85 | 0 85 |
| 1 gal. cans, gal., drs. | 10 50 | 10 50 |
| Coal Tar (refined), bbl. | 10 25 | 10 50 |
| Coal tar (crude) | 9 00 | 9 25 |
| Roofix Roofing Cement— | | |
| In bbls., per gal. | | 0 60 |
| In ½ bbls., per gal. | | 0 65 |
| In 5s and 10s | | 0 70 |
| 1 gal. cans, per doz. | | 9 00 |

F.o.b. Toronto, Montreal and Hamilton.

**ROPE**

| | |
|---|---|
| Pure Manila basis | 0 23 |
| Beaver Manila basis | 0 19 |
| New Zealand hemp basis | 0 19 |
| Sisal basis | 0 17 |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lathe yarn basis | 0 17 |
| Double lathe yarn | 0 17½ |
| Yacht marline, tarred | 57 |
| Halyards | 50 |
| Beaver Halyards, wht. pol, ¾ in. basis | 0 35 |
| Hemp, deep sea line basis | 50 |
| Hemp, tarred ratline basis | 43 |
| Hemp, tarred bolt rope basis | 45 |
| Marline and Houseline | 45 |

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

| | |
|---|---|
| Cotton, ⅛ in. | 0 42 |
| Do., 5-32 in. | 0 41 |
| Do., 3-16 in. | 0 38 |
| Do., ¼ in. and up | 0 37 |

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263—50 ft. Challenge, Steel | $5 30 |
| 103—50 ft. Reliable Jr., Steel | 5 35 |
| 243—50 ft. Rival, Steel | 4 67 |
| 1243—50 ft., Rival Jr., Steel | 4 35 |
| 603—50 ft., Metallic | 3 38 |
| 604—66 ft. | 3 92 |
| 403—50 ft., Linen | 2 57 |
| | Each |
| 713—50 ft., Ass Skin | 6 95 |
| 714—66 ft., Ass Skin | 8 35 |
| 143—3 ft., Steel Pocket | 8 30 |
| 145—5 ft., Steel Pocket | 11 20 |
| 175—5 ft., Linen Pocket | 7 30 |
| 165—5 ft., Cotton Pocket | 1 65 |

F.o.b Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

**SCALES**

| Champion | List | Net |
|---|---|---|
| 4 lb. | $ 6 60 | |
| 10 lb. | 8 65 | |
| 240 lb. | 12 65 | |
| 600 lb. | 35 80 | |
| 1200 lb. | 43 00 | |
| 2000 lb. | 57 10 | |
| 2000 lb. drop lever | 64 75 | |

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1908.

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood R.H., bright | 75% |
| Wood, O.H., bright | 75% |
| Wood, F.H., brass | 70% |
| Wood, R.H., brass | 67½% |
| Wood, O.H., brass | 67½% |
| Wood, F.H., bronze | 65% |
| Wood, R.R., bronze | 62½% |
| Wood, O.H., bronze | 62½% |

# TINKER TOM'S TALKS.

Tinker Tom Talk No. 327—August 27th.

A little series on prominent users.

## SHELDONS, LTD., OF GALT.

If you have a shop heating problem or want to ventilate your buildings, take it up with Sheldons, Ltd., experts. This work of forcing air in and out of buildings, and of heating by currents of warm air requires expert knowledge. Sheldons do the work for the big ones so they must do it about right.

Good Galvanized Sheets are essential for such work, ones like Premier which will stand all kinds of forming and bending or like Galvanized Toncan Metal Sheets especially made to withstand difficult corrosive conditions. Good material is as necessary as good plans and first class work.

TINKER TOM.

**SCREWS. IRON BENCH, No. 14**

| | |
|---|---|
| 1 in. | $13 75 |
| 1⅛ in. | 17 00 |
| 1¼ in. | 20 00 |

**SCYTHES** Doz.

| | |
|---|---|
| Cast Steel | $20 00 |
| Golden Clipper | 20 95 |
| Little Giant | 22 00 |
| Bush | 20 50 |

**SNATHS** Doz.

| | |
|---|---|
| 00 Patent | $17 50 |
| 1 loop | 16 80 |
| 2 loops | 15 80 |
| 3 loops | 14 70 |
| Bush | 18 20 |

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

See Weekly Reports.

**SOLDERING COPPERS**

See Coppers.

**SOLDER, BAR**

See weekly report.

**SPIDERS**

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

**SPOUTS, SAP**

Eureka, per M. ..... $16 50

**STANDS, WASHTUB**

Dowswell, doz. ..... $47 25

**STAPLES (Fence)—**

Per 100 lb. kegs

| | |
|---|---|
| Bright | $ 4 85 |
| Galvanized | 5 85 |

**STOVES**

Oil Burning Cooking List each

| | |
|---|---|
| Perfection No. 32, 2-burner | $25 50 |

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| Star, No. 1, doz. | $27 60 |
| Star, No. 2, doz. | 30 00 |
| Sun No. 1 | 20 00 |
| Sun, No. 2 | 22 00 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. | $8 60 |

**SWEEPERS—**

Carpet (Bissell's)

| | |
|---|---|
| Amer. Queen, nick. fittings, cyco b.b. | $ 60 00 |
| Club, jap., cyco bearing | 120 00 |
| Champion, jap. fittings | 45 00 |
| Grand, jap., cyco b.b. | 68 00 |
| Grand Rapids, nick., cyco b.b. | 55 00 |
| Do., jap., cyco b.b. | 50 00 |
| Parlor Queen, nick., cyco b.b. | 62 00 |
| Princess, nick., cyco b.b. | 57 00 |
| Standard, jap. fittings | 46 00 |
| Universal, jap., cyco bear. | 48 00 |
| Do., nick., cyco bear. | 53 00 |
| Little Daisy | 2 00 |
| Little Queen | 3 00 |

**SWEEPERS, VACUUM (Bissell's)**

Doz.

| | |
|---|---|
| Grand Rapids, nickelled | $106 00 |
| Household, japanned | 94 00 |
| Superba, nickeled | 120 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWINGS—**

| | |
|---|---|
| Ontario, 4-passenger | $8 75 |

**TACKS** Discount

| | |
|---|---|
| Wire Tacks | 70/15% |

Revised Hardware Tack List adopted June, 1921 .. 70/15%

| | |
|---|---|
| Double-pointed tacks | 70/15% |

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares.

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Universal | 7 80 |
| C. G. | 5 00 |

Discount 20 and 10%.

| | |
|---|---|
| Canadian Beauty | $5 84 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 | 45 | 45 |
| Draining Tools | 45 | 45 | 45 |
| Hollow Back Scoops | 45 | 45 | 45 |
| Sand Shovels | 45 | 45 | 45 |
| Hollow Back Shovels | 45 | 45 | 45 |
| Hollow Back Coal Shovels | 45 | 45 | 45 |
| Riveted Back Scoops | 45 | 45 | 45 |
| Miners' Spring Point Shovels | 45 | 45 | 45 |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

**BLACK LIST**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades, No. 2 black | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovels, No. 2, black | 36.50 | ..... | ..... |

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

| | |
|---|---|
| Perfection, No. 33, 3 burner | 31 00 |
| Perfection No. 34, 4-burner | 40 00 |
| No. 22G oven for above stoves | 9 00 |

Discount, 30 per cent. off list.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 6 00 |
| Detroit Glass Front Oven, No. 85, each, net | .... |
| Hot Blast | Plus % |

F.O.B. Sarnia, London, Toronto, Ottawa.

**Oil Burning Heaters** List

| | |
|---|---|
| No. 525, each | $ 8 75 |
| No. 530, each | 9 75 |
| No. 630, each | 12 50 |

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

**TRACK BARN DOOR**

| | |
|---|---|
| Hatch Trolley, per ft. | 0 22½ |
| Brackets for above, per doz. | $2 20 |

**National Flat Track, 1¼ in.**

| | |
|---|---|
| per 100 ft. | 10 85 |

Storm King Flat, No. 60, List less 20-10%

Safety Flat, No. 60, List less 20-10%

Reliable No. 1 and 2 20 cents per ft., less 20-10%

Round Trolley No. 1918, 20 cents per ft., less 20-10%

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $15 90 | 15 in. | $28 80 |
| 10 in. | 17 70 | 18 in. | 36 50 |
| 12 in. | 21 20 | Less 60%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain

| | |
|---|---|
| Victor, No. 1 Giant, doz. | $3 35 |
| Jump, No. 1 | 3 50 |
| Hawley & Norton, No. 1 | 5 00 |
| Newhouse, No. 1 | 7 50 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TUBS, WOOD**

| | |
|---|---|
| No. 0, per dozen | $26 40 |
| No. 1, per dozen | 23 10 |
| No. 2, per dozen | 20 90 |
| No. 3, per dozen | 17 60 |

F.O.B. Newmarket.

**TWINE, BINDER** per ft.

| | |
|---|---|
| 550 feet | 0 17¼ |
| 550 feet | 0 18¾ |
| 600 feet | 0 20¼ |
| 650 feet | 0 21¼ |

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

**TWINE (COTTON)**

| | |
|---|---|
| 5-lb. sack, 3-ply, lb. | 0 36 |
| Cones, 3-ply, lb | 0 32 |
| Do., 4-ply, lb. | 0 35 |

**VALVES AND COCKS**

| | |
|---|---|
| Compression work—Standard. | 37% |
| Fuller work—Standard | 30% |
| Basin cocks Fuller, No. 0 | 30% |
| Nos. 1 and 2 | 30% |
| Bath Cocks—Compression | 29% |
| Flatway stop and waste cocks, Standard | 40% |
| Roundway stop and waste cocks—Standard | 34% |
| Brass steam cocks, stand. | 10% |
| Radiator valves—Standard. | 58% |
| Do., removable disc | 58% |
| Globe, angle and check valves, standard | 10% |
| Gate or Straightway | 16/10% |
| Jenkins Gate Valve | 10/7% |
| Jenkins Globe | 10/10% |
| J.M.T. | 20% |
| J.M.T. C. | 25% |
| J.M.T. Gate Valves | 15% |
| Emco, Globe & Check | 20% |

F.O.B. Toronto

**Penberthy Brass Valves**

| | |
|---|---|
| Gate Valves | 15% |
| Regrinding Valves | 10% |
| Swing Check Valves | 5% |
| Compodisk Valves | 10% |

**VALVES, FOOT**

| | Blk. | Galv. |
|---|---|---|
| 1¼ | 0 58 | 0 83 |
| 1½ | 0 72 | 1 10 |
| 2 | 0 99 | 1 60 |

**WARES, ETC.**

Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv. list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.

F.o.b. Montreal, Toronto, London, Hamilton.

**WASHERS, WROUGHT**

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5 16 in., $18 00; 1⅜ in., 1½ in. 1⅝ in $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3 00 | $4 00 | $4 00 |
| Section, ½ lb., per 100 lbs. | 3 00 | 4 50 | 4 50 |
| Solid, 3 to 30 lbs., per cwt. | 2 50 | 3 50 | 3 50 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $105 00 |
| Garden Steel, doz. | 78 75 |
| Light Garden, doz. | 85 00 |

F.O.B. Montreal, Toronto, London

**WIRE PRODUCTS**

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

| | |
|---|---|
| No. 9 and heavier | Base |
| No. 10 | $0 06 |
| No. 11 | 0 12 |
| No. 12 | 0 20 |
| No. 13 | 0 30 |
| No. 14 | 0 40 |
| No. 15 | 0 55 |
| No. 16 | 0 70 |

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $5.00.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

**Stovepipe Wire.**

| | |
|---|---|
| No. 18 | $ 8 75 |
| No. 19 | 9 25 |

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

**WRENCHES, STILLSON**

| | each |
|---|---|
| 6 inch | $2 00 |
| 8 inch | 2 25 |
| 10 inch | 2 50 |
| 14 inch | 3 50 |
| 18 inch | 5 00 |
| 24 inch | 7 25 |
| 36 inch | 18 50 |

Discount, 50% Canadian pattern; 40% on genuine.

**WRENCHES, CRESCENT**, list plus 10%.

**WRINGERS, CLOTHES**

| | |
|---|---|
| Domestic, No. 531E | $115 00 |
| Dom. Bench, No. 541EB | 174 00 |
| Favorite, No. 511E | 105 00 |
| Favorite, No. 512 | 112 00 |
| Royal Canadian | 94 00 |
| Favorite, No. 514 | 133 00 |
| Ottawa, No. 231E | 105 00 |
| Ottawa Bench, No. 341EB | 162 00 |
| Challenge, No. 311E | 95 00 |
| Warranty | 115 00 |
| Bicycle, 11 in. | 105 00 |
| Eze | 102 00 |
| Rapid | 92 00 |
| Eureka | 64 00 |
| Blue Belle | 115 00 |
| Do., Folding B | 164 00 |
| Rival | 105 00 |
| Model | 91 00 |
| Imperial | 102 00 |

Discounts from above list 30%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

# Sporting Goods

## For All Seasons

Guns and Ammunition are particularly brought to your attention just now. The three handsome guns shown here are but a bare indication of the Ashdown offerings in double, and single barrel and repeating shotguns, and all kinds of rifles.

We supply component parts for all the leading makes of firearms and anything in the ammunition line. For the good of your business, and to insure greater turnover, show good displays of these goods and Ashdown Toboggans, Sleds, Skates, Hockey and Football Supplies, etc. Let us give you a catalogue and quotations on Sporting Goods for all seasons.

L. C. Smith "Ideal"

A. H. Fox Hammerless

Dominion
"Canuck"

Remington-U.M.C.
"Nitro Club"

Parker Hammerless

Winchester
"Repeater"

## The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested, tear out this page and place with letters to be answered.

# Paints, Oils, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

| | Montreal | Toronto |
|---|---|---|
| **BLUE STONE** Per lb., bbls. .. | 10 | 10 |

**COLORS (DRY)** Per lb.

| | |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 | 06-09½ |
| Do., pure | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, lb. | 06-09½ |
| Do., pure | 16-18 |
| Imp. green, 100-lb. kegs | 22-23 |
| Chrome green, pure | 50-56 |
| Chrome yellow | 30-45 |
| Brunswick green, 100-lb. keg | 11-14½ |
| Indian red, 100-lb. keg | 15-20 |
| Do., No. 1, 100-lb. keg | ..-07 |
| Lamp black | 32-35 |
| Venetian red, best bright | 06½-09 |
| Do., No. 1 | 03¾-05½ |
| Drop black, pure dry | ..-20 |
| Golden ocre, 100-lb. kegs | ..-09 |
| White ochre, 100-lb. keg | ..-06 |
| Do., barrels | ..-05 |
| Yellow ochre, barrels | 04-05½ |
| French ochre, barrels | ..-10½ |
| Spruce ochre, 100-lb. kegs | 05-08 |
| Can. red oxide, bbls. | 02¾-04½ |
| Super magnetic red | 0 05 |
| Vermillion | 1 00 |
| English vermillion | 2 25 |

F.o.b. Montreal, Toronto.

**COLORS IN OIL, PURE**

| | 1 lb. tins |
|---|---|
| Venetian red | 0 27 |
| Indian red | 0 36 |
| Chrome yellow, pure | 0 70 |
| Golden ochre, pure | 0 35 |
| French spruce ochre, pure | 0 30 |
| Greens, pure | 0 35 |
| Siennas | 0 36 |
| Umbers | 0 36 |
| Ultramarine blue | 0 70 |
| Prussian blue | 1 20 |
| Chinese blue | 1 20 |
| Drop black | 0 42 |
| Ivory black | 0 44 |
| Signwriters' black, pure | 0 48 |
| Lampblack | 0 48 |
| Imperial black, 25-lb. irons | 0 39 |

F.o.b. Montreal, Toronto

| **ENAMELS (white)** | Gal. |
|---|---|
| Dougall white enamel | $ 7 43 |
| Vitralite | 7 77 |
| Duralite | 5 95 |
| Old Dutch | 6 27 |
| B-H "White" Enamel | 8 00 |
| Martins, White | 7 00 |
| Satinette | 6 23 |
| C.P. Co. Albagloss | 6 30 |
| C.D. Master Painters' | 8 20 |
| Mooramel | 7 00 |
| Sunshine, white | 7 00 |
| Kyanize | 8 00 |
| Solpar | 4 50 |
| Paripan | 9 00 |
| Jasperlac | 5 00 |
| Invincible | 7 50 |
| Hillcrest | 7 00 |
| Amelite A. & E. | 3 40 |
| Adelite, A. & E. | 6 15 |
| Floglaze | 5 00 |

**GLUE** Per lb.

| | |
|---|---|
| English, sheet | 30-32 |
| White pigsfoot | ..-50 |
| Cake bone, 112-lb. bags | 30-32 |
| Hides, 112-lb. bags | 35-40 |
| Ground glues, 112-lb. bags— | |
| English, per lb. | 30-32 |
| Canadian, per lb. | 27-30 |

**GLASS LIST**

| United In. | Star or 16 oz. | Double or 24 oz. |
|---|---|---|
| Up to 25 | $11 00 | $16 40 |
| 26 to 40 | 14 00 | 20 90 |
| 41 to 50 | 15 00 | 28 00 |
| 51 to 60 | 16 00 | 24 00 |
| 61 to 70 | 17 00 | 25 00 |
| 71 to 80 | ..... | 27 00 |
| 81 to 84 | ..... | 34 00 |
| 85 to 90 | ..... | 36 50 |
| 91 to 94 | ..... | 37.25 |
| 95 to 100 | ..... | 43.75 |

Discount box glass—For Montreal glass prices, see other list. Toronto, 50%; London, 50%.
Cut size sheet glass, 60-10% off of November, 1919.

**MONTREAL WINDOW GLASS LIST.**
In case lots—June 30th, 1921.

| | Star | D.D. |
|---|---|---|
| 41 to 50 | 7 65 | 12 55 |
| 51 to 60 | 7 95 | 13 05 |
| 61 to 70 | 8 35 | 13 65 |
| 71 to 80 | 8 80 | 14 40 |
| 81 to 84 | 10 30 | 17 70 |
| 85 to 90 | 10 85 | 18 55 |
| 91 to 95 | | 20 80 |
| 96 to 100 | | 22 60 |

**GLAZIERS' POINTS**
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure | $14 50 | $14 95 |
| Champion, Pure | 14 50 | 14 95 |
| Crown Diamond, pure | 14 50 | 14 95 |
| Green Seal | 14 50 | 14 95 |
| I.V. Perfection | 14 50 | 14 95 |
| Ramsay's Pure | 14 50 | 14 95 |
| Moore's Pure | 14 50 | 14 95 |
| Tiger, Pure | 14 50 | 14 95 |
| O.P.W. Dec. Pure | 14 50 | 14 95 |
| Red Seal | 14 50 | 14 95 |
| O.P.W., English | 14 75 | 15 20 |
| Maple Leaf, pure | 14 50 | 14 95 |
| Elephant Genuine | 15 00 | 15 45 |

B. B. Genuine Lead, less than tons, Montreal, $16.10, Toronto, 16.55.

**LEAD (RED DRY)** Per 100 lbs.

| | |
|---|---|
| Genuine, 560 lb. casks | $13 00 |
| Genuine, 100 lb. casks | 14 00 |
| Less quantity | 15 00 |

F.o.b. Montreal, Toronto.

| Lead (red in oil) | |
|---|---|
| 25s | 0 18 |
| 10s | 0 19 |
| 5s | 0 20 |
| 1s | 0 23 |

F.o.b. Toronto, Montreal, Hamilton

**LINSEED OIL**
For prices see weekly report.

**LITHARGE**

| | |
|---|---|
| Casks, per cwt. | $17 00 |
| Smaller quantities, per lb. | 0 20 |

**LIQUID, BRONZING**

| | |
|---|---|
| Bronzing liquid, No. 1 | $1.55-$2.15 |
| Banana oil, gal | 4 25 |

F.o.b. Montreal, Toronto

| **MURESCO** | Per 100 lbs. White | Tints |
|---|---|---|
| 350-lb. bbls. | $7 15 | $8 25 |
| 200-lbs., half bbls. | 8 00 | 9 10 |
| 100-lbs., kegs | 8 25 | 9 35 |
| Cases 20 5-lb. pkgs. | 8 80 | 9 90 |

F.O.B. Toronto.

**OILS—**

| | |
|---|---|
| Fly, Creonoid— | |
| Barrels, per gal. | 0 65 |
| Half-barrels, per gal. | 0 70 |
| 5s and 10s, per gal. | 0 80 |
| 1s (1 doz.) | 13 00 |
| ½ gal. cans, 1 doz. to case | 9 00 |

**PAINTS, PREPARED**
See weekly report.
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant white | $4 35 |
| Sanitone, white | 3 85 |
| Sanitone, colors | 3 75 |
| C.P. Co., pure, white | 4 45 |
| C.P. Co., pure, colors | 4 10 |
| C.P. floor paint | 3 95 |
| Elephant floor paint | 3 70 |
| Victoria floor paint | 3 40 |
| B.-H. English, colors | 4 10 |
| B.-H. English, white | 4 45 |
| B.-H. Fresconette, white | 3 85 |
| B.-H. Fresconette, colors | 3 75 |
| B.-H. Floor | 3 95 |
| B.-H. Porch Floor | 4 10 |
| Crown Diamond, white | 4 20 |
| Crown Diamond, colors | 3 85 |
| Crown Diamond Floor | 3 70 |
| Crown Diamond, porch | 3 80 |
| Do., Flat Wall Tone, white | 3 85 |
| Do., colors | 3 75 |
| Moore's House Colors, white | 4 35 |
| Do., House Colors, colors | 4 10 |
| Do., Preservo Paint, white | 2 95 |
| Do., colors | 2 85 |
| Do., floor paint | 3 80 |
| Do., Sani-Flat | 3 80 |
| Moore's Porch and Deck Paint | 4 10 |
| I.V. Elastica, white | 3 95 |
| I.V. Elastica, colors | 3 70 |
| I.V. Flatine, int. wall, white | 3 85 |
| I.V. Flatine, int. wall, colors | 3 75 |
| Jamieson's Crown Anchor | 3 85 |
| O.P.W. Canada Brand, white | 4 45 |
| O.P.W. Canada Brand, colors | 4 10 |
| O.P.W. Flat Wall, colors | 3 75 |
| Ramsay's Pure, white | 4 30 |
| Ramsay's Pure, colors | 3 95 |
| Ramsay's floor | 3 80 |
| Ramsay's porch | 3 95 |
| Glidden's white | 4 45 |
| Glidden's colors | 4 10 |
| Martin-Senour, 100%, white | 4 45 |
| Martin-Senour, 100%, colors | 4 10 |
| Martin-Senour, Porch Paint | 4 10 |
| Martin-Senour, Neutone, white | 3 85 |
| Martin-Senour, Neutone, colors | 3 75 |
| Martin-Senour, Floor Paint | 3 95 |
| Sherwin-Williams, white | 4 45 |
| Sherwin-Williams, colors | 4 10 |
| Sherwin-Williams, floor | 3 95 |
| Sherwin-Williams, porch paint | 4 10 |
| Flat Tone, white | 3 85 |
| Flat Tone, colors | 3 75 |
| Maple Leaf, white | 4 45 |
| Maple Leaf, colors | 4 10 |
| Maple Leaf, floor | 3 95 |
| Pearcy's Prepared, colors | 3 60 |
| Pearcy's Prepared, white | 4 00 |
| Pearcy's Prepared, floor | 3 30 |
| A. & E. Adelite, white | 4 45 |
| Do., colors | 4 10 |
| Do., Industrial white | 3 50 |

**Barrett Products**

| Everjet Elastic Carbon Paint— | Mont. | Tor. |
|---|---|---|
| Barrels, per gal. | 0 80 | 0 80 |
| Half-barrels, per gal. | 0 85 | 0 85 |
| 5s and 10s, per gal. | 0 95 | 0 95 |
| 1s, per case, doz. | 12 00 | 10 50 |
| Everjet Black Enamel— | | |
| Crates 2 doz., 8 oz. | $1 45 | $1 45 |
| Crates 12 doz., 8 oz. | 1 40 | 1 40 |
| 1-gal. cans, gal | 1 50 | 1 50 |
| 5-10 gal. cans, gal. | 1 35 | 1 35 |
| Barrels-half bbls., gal | 1 25 | 1 25 |
| Carbosota Liquid Creosote Oil— | | |
| Barrels | 0 60 | 0 60 |
| Half barrels | 0 65 | 0 65 |
| 5s and 10s, gal | 0 75 | 0 95 |
| 1s (case 12 gals.) | 8 50 | 9 50 |
| H., T. & A. Co.'s Creosote Oil— | | |
| Barrels | 0 45 | |
| Half-barrels | 0 50 | |
| 5s and 10s | 0 60 | |

F.o.b. Montreal, Toronto.

**PARIS GREEN** 100-lb. lots

| | |
|---|---|
| ½-lb. paper cartons, per lb. | 0 52 |
| 1-lb. paper cartons, per lb. | 0 50 |
| ½-lb. tins, per lb. | 0 54 |
| 1-lb. tins, per lb. | 0 52 |
| 25-lb. tins, per lb. | 0 48 |
| 50 and 100-lb. drums, per lb. | 0 46 |
| 250-lb. kegs, per lb. | 0 44½ |
| 600-lb. barrels, per lb. | 0 44 |

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

**PUTTY**
See Weekly Report.

**ROSIN**
In barrel lots—

| | |
|---|---|
| G., per 100 lbs. | $9 50 |
| W.W., per 100 lbs. | 11 00 |

**SHELLAC.**

| | Per Gal. Pure White | Pure Orange |
|---|---|---|
| In bbls. | $4 25 | $3 75 |
| Gal. Jugs. | 4 75 | 4 25 |

F.O.B. Toronto, London, and Montreal.

**SHINGLE STAINS**

| | Ord. Colors | Greens |
|---|---|---|
| M.L. Creosot | 1 40 | 1 60 |
| Solignum | 1 25 | 1 60 |
| Martin Senours | 1 40 | 1 60 |
| Elastica | 1 40 | 1 60 |
| Hillcrest | 1 40 | 1 60 |
| "C.D." Shingle Stain | 1 35 | 1 50 |

| **TAR** | Mont. | Toronto |
|---|---|---|
| Coal Tar, refined | 10 25 | 10 50 |
| Do., crude | 9 00 | 9 25 |

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans | 3 00 |
| B.H. Vanisher | 3 60 |
| Chalco | 3 60 |
| Klensa | 3 60 |
| Comoff | 3 60 |
| Dougall Lingerwett | 3 60 |
| Takeoff | 3 60 |
| O.P.W. Presto | 3 60 |
| Solvo | 3 60 |
| Varn-off | 3 25 |
| Adelite | 3 00 |

| **VARNISHES** | Per gal cans |
|---|---|
| B.-H. Floor | 4 80 |
| B.-H. Maritime Spar | 6 00 |
| B.-H. Hard Oil | 3 24 |
| B.-H. Gold Medal | 4 02 |
| C.P.C. Sun Varnish | 4 80 |
| C.P.C. Sun Aero Spar | 4 60 |
| C.P.C. Sun Waterproof Floor | 4 [illegible] |
| I.V. Elastica, No. 1 | 5 74 |
| Do., No. 2 | 5 25 |
| Do., Floor | 4 88 |
| Jasperite Interior and Exterior | 3 75 |
| Jasperite Indestructo, floor | 3 75 |
| Jasperite Pale Hard Oil | 2 75 |
| P. & L. No. 61 | 5 00 |
| Jamieson's Copaline | 4 25 |
| M-S Marble-Ite Floor | 4 87 |
| M-S Wood-Var | 4 87 |
| M-S Durable Spar | 5 78 |
| M-S Finest Interior | 5 23 |
| Moorlastic Floor | 4 25 |
| T. 45 Floor | 3 50 |
| Moorvar Interior | 3 25 |
| Moore's Spar | 5 00 |
| Elastic Interior | 3 14 |
| Mar-not | 4 40 |
| Quick Action House | 2 65 |
| Rexspar | 5 64 |
| Scar-Not | 5 13 |
| Solpar, Spar Marine | 6 00 |
| Solpar House Spar | 4 50 |
| Solpar Floor | 4 50 |
| Solpar Interior | 3 50 |
| Kyanize Spar | 5 15 |
| Kyanize Cabinet Rubbing | 4 85 |
| Kyanize Interior and Floor | 4 85 |
| Luxeberry light | 4 74 |
| Luxeberry granite | 4 90 |
| Luxeberry spar | 5 62 |
| Ramsay's Universal | 3 75 |
| Ramsay's Agate Floor | 3 95 |
| Ramsay's 400 Hard Oil | 3 25 |
| Ramsay's, No. 720 | 3 00 |
| Crown Diamond Floor | 4 25 |
| "C.D. Big 4" Exterior | 5 00 |
| "C.D. Big 4" Interior | 4 50 |
| "C.D. Big 4" Floor | 4 40 |
| C. D. General Purpose | 4 15 |
| C. D. Furniture | 2 05 |
| Dougall Univarnish, clear | 4 40 |
| Dougall Transparent, spar | 4 90 |
| Dougall Transparent, floor | 4 40 |
| Copalite | 4 [illegible] |
| Adelite, No. 103, Floor | 4 56 |
| Adelite, No. 105, Flat | 4 56 |
| Adelite, No. 100, Spar | 6 00 |

F.o.b. Montreal, Toronto.

**WATER PAINTS**

| | |
|---|---|
| Rockface, bbls., 250 lb. | 0 05 |
| Opalite, 300 lb. bbls. | 0 13½ |
| Opalite, 100 lb. kegs | 0 14½ |
| 1 gal. packages, per pkg. | 0 75 |
| ½ gal. package, per pkg. | 0 40 |

**WATER PAINTS** (per 100-lbs.)

| 5-lb. pkgs. | White | Colors |
|---|---|---|
| Decotint | 9 00 | 9 00 |
| Coralite | 9 50 | 9 50 |
| Perfecto | 8 50 | 9 50 |
| Solpar | 8 80 | 9 90 |
| C. D. Wall Coating, white | 8 75 | |
| Do., colors | 9 25 | |
| A. & E Hygiene Kal. | 0 42 | 0 48 |
| Do. in 100 lb. kegs | 0 09 | .... |
| Do., in 300 lb. bbls | 0 08 | .... |

**WASTE**

| | |
|---|---|
| Cream, Polishing | 0 19½ 0 20 |

**WHITE**

| | | | |
|---|---|---|---|
| XXX | 0 18½ | XXX ex. | 0 17 |
| XX | 0 16½ | XX grad. | 0 16 |
| X | 0 15½ | XLCR | 0 15 |
| XC | 0 14½ | X empire | 0 14 |
| | | X press | 0 13 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 1 | 0 13½ | Fancy | 0 14 |
| No. 1A | 0 11½ | Lion | 0 12½ |
| No. 7 | 0 12½ | Standard | 0 11 |
| No. 1B | 0 10½ | Popular | 0 10 |
| | | Keen | 0 09 |

Above lines subject to trade discount for quantity.

**WAX**

| | |
|---|---|
| B.H. Wax | 0 50 |
| Berry Bros. | 0 70 |
| Imperial Floor Wax | 0 40 |
| Anchor | 0 38 |
| O.P.W. Lion Brand | 0 50 |
| Old English | 0 67 |
| Johnson's | 0 67 |
| Jamieson's liquid wax, gal. | 3 50 |
| Ramsay's | 0 45 |
| Martin-Senours | 0 58 |
| I.V. Wax | 0 59 |
| Sherwin-Williams | 0 60 |
| Solpar | 0 40 |
| Sturgeon French Polish | 0 60 |
| Crown Diamond | 0 45 |
| Hillcrest | 0 45 |
| Plymouth Rock | 0 60 |
| Champion White | 0 50 |

F.o.b. Montreal and Toronto.

**WHITING**

| | |
|---|---|
| Gilders, bolted, in bbls. | 3 25 |

**WOOD ALCOHOL** Per gal

# GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for one light of Glass or car-lots.

We are receiving quantities of Belgium Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Wire or Phone for Prices*

**Hobbs Manufacturing Company, Limited**

MONTREAL TORONTO LONDON WINNIPEG

**Window** **Glass**

*Also Plate, Figured, Bent, and Ornamental Glass*

RED S

*Stained, Wired, Mirror*

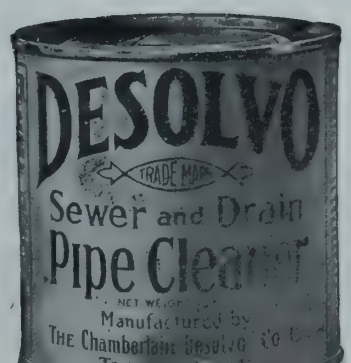
***Order Early***

**The Toronto Plate Glass Importing Co., Limited**

**Don Roadway** **Toronto**

**For Solidifying Sales and Preventing Lost Accounts**

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.




**It Supplies an Existing Need, and So It Has Steady, Profitable Sales**

People needed Desolvo even before they knew about it. They need it just as much today. They need it again, as soon as the cans are empty, to be ready for the next frozen or clogged pipes. It should be on hand all the time and office Buildings, Hotels, etc. buy it that way.

**THE CHAMBERLAIN DESOLVO COMPANY**
**109 Church St., Toronto**

Eastern Canada Representatives:
Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario Representative:
L. F. Mayne, 875 Trafalgar St., London, Ont.

# Winnipeg Hardware Quotations

**AMMUNITION**

Powder, per keg, $11.00.

Shot shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

**AMMUNITION, DOMINION**

| | Blk. List | Lesmok List | Smkless List |
|---|---|---|---|
| BB ape | ..... | ..... | $ 7 00 |
| 22 Short | ..... | $10 00 | 10 70 |
| 22 S. Mush | ..... | ..... | 11 50 |
| 22 Long | ..... | 12 00 | 15 00 |
| 22 L. Mush | ..... | ..... | 16 00 |
| 22 L.D. do. | ..... | ..... | 18 70 |
| 22 L. Rifle | ..... | 14 00 | 17 50 |
| 25 Short | $23 50 | ..... | ..... |
| 32 Short | 23 50 | ..... | 70 00 |
| 25/20 | ..... | ..... | 70 00 |
| 25 Colt Auto | ..... | ..... | 53 00 |
| 30 Mausey | ..... | ..... | 91 00 |
| 32 S. & W. | ..... | ..... | 42 00 |
| 32 S. Colt | 33 50 | ..... | ..... |
| 32 Colt Auto | ..... | ..... | 63 00 |
| 32/30 | ..... | ..... | 70 00 |
| 38 S. & W. | ..... | ..... | 54 50 |
| 44 G. Getter | ..... | ..... | 66 50 |
| 44/40 | ..... | ..... | 84 00 |
| 455 Target | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross | ..... | ..... | 209 00 |
| 25/35 | ..... | ..... | 125 50 |
| 30/30 | ..... | ..... | 144 50 |
| 303 Savage | ..... | ..... | 144 50 |
| 303 British | ..... | ..... | 190 00 |
| 32 40 | ..... | ..... | 121 50 |
| 32 Special | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 38 Win. | ..... | ..... | 190 00 |
| 35 Rem. Rim. | ..... | ..... | 159 50 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 38 55 | ..... | ..... | 152 00 |
| 45/70-405 | 188 00 | ..... | ..... |

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

**ANVILS**

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

**AUGER BITS**

Standard List Prices per Dozen.

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 13/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 25 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices.

Irwin .....15% on list

Common .....20% off list

**AXES**

| | | |
|---|---|---|
| Single Bit | $15 50 | $19 00 |
| Double Bit | ..... | 24 00 |
| Broad Axes | ..... | 60 00 |

**AXES, BENCH**

| | |
|---|---|
| No 2 | $ 20 52 |
| No 3 | 23 10 |
| No. 4 | 25 14 |
| No. 5 | 27 70 |
| No. 6 | 30 80 |

**BAR IRON**

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

**BARS, CROW,** $12.00 per 100 lbs.;

**BELT LACING**

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3 00.

Blue Stone (Vitriol), 11½c.

**BELTING**

Rubber, 6 in. and under 54%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double" list is just twice the

**BOARD, BEAVER** Per M ft.

1,000 ft. to 5,000 ft..... $51.50

**BOILERS, RANGE**

30-gal., each .....$ 10 00

**BOLTS—**

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

**BORAX** Borax, per lb., 12c.

**BUTTS**

Plated—No. 241 Antique Copper and Dull Brass Finish.

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 0 36 |
| 3 x 3 in. | 0 37 |
| 3½ x 3½ | 0 38 |
| 4 x 4 in. | 0 50 |
| 4½ x 4½ | 0 75 |
| 5 x 5 in. | 1 30 |

Wrought Steel—

| | |
|---|---|
| No. 800 | net prices |
| No. 804 | net prices |
| No. 838 | net prices |
| No. 840 | net prices |

**CARPET FELT** Per Roll

| | |
|---|---|
| 16 oz.—50 lbs. | 4 70 |
| 20 oz.—54 lbs. | 5 90 |

**CHAIN**

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

**CHIMNEYS, LAMP**

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

**CHOPPERS, FOOD**

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

**CHURNS**

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

**CLEVISES, MALL.** 21c per lb.

**CLIPPERS, HORSE** Each

| | |
|---|---|
| Stewart, No. 1 | $10 88 |
| Hand, Newmarket | 3 60 |

**CLOCKS—Alarm**

| | Each |
|---|---|
| Big Ben | $3 85 |
| Baby Ben | 3 85 |
| America | 1 80 |
| Sleepmeter | 2 35 |

**CLOTHES LINE WIRE** Doz.

| | |
|---|---|
| 50 foot, 19 g. | $4 40 |
| 100 foot, 19 g. | 7 25 |

**COPPER**

Sheet and planished copper, 60c per lb. Tinned, 75c.

**CORD SASH**

Coils or Hanks.

8, 9, 10 ..... $0 53 lb.

**DRILLS**

See Eastern list.

| | |
|---|---|
| Bit stock discount | 40% |
| Blacksmiths' ½ inch shank | 25% |
| Straight shank | 25% |
| Do., wire | 25% |
| Taper shank | 25% |

**EAVETROUGH**

Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.

Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

**ENAMELWARE**

See Wares.

**FILES**

| | |
|---|---|
| Globe | Discount 50/5% |
| Nicholson Gen. | Discount 30% |

**FITTINGS—Malleable**

| | |
|---|---|
| Class A | 55% |
| Class B and C, off new list. | 65% |
| Bushings | 20% |

Unions, "Dart"—

¼ to 2-in. .....Net list

⅛, 2½, 3½ and 4-in. ..Net list

Nipples, 4 in. and under ... 40%

**FRY PANS** Each

| | |
|---|---|
| Cast iron, No. 8 | $1 05 |
| No. 9 | 1 15 |

**GALVANIZED WARE**

See Wares.

| **GLASS, WINDOW** | Single | Double |
|---|---|---|
| Up to 25-in. | $ 7 50 | .... |
| 26 to 40 in. | 9 22 | 14 18 |
| 41 to 50 in. | 9 98 | 14 86 |
| 51 to 60 in. | 10 30 | 15 82 |
| 61 to 70 in. | 10 70 | 16 42 |

**GLASS (Plate)**

60 per cent.

**GLOBES, LANTERN** Doz

| | |
|---|---|
| Cold Blast | $ 1 50 |
| Short | 1 50 |
| Genuine Ruby | 5 00 |

**GRIDDLES, PANCAKE**

| | |
|---|---|
| Round, No. 1 | $1 05 |
| No. 2 | 1 15 |
| Oblong, No. 8L | 1 10 |
| No. 9L | 1 25 |
| No. 3 | 1 90 |

**GRINDSTONES**

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

**HARVEST TOOLS.** 50% and 10%.

**HAMMERS— Adze-Eye, Plain**

| | Doz. |
|---|---|
| No. 0, 1½ lb. | $20 20 |
| No. 1, 1¼ lbs. | 19 05 |
| No. 1½, 1 lb. | 18 95 |
| No. 2, 13 oz. | 18 50 |
| No. 22, 1¼ lbs. | 15 00 |
| No. 21, 1 lb. | 13 65 |
| **Bell Face** | Doz. |
| No. 61, 1¼ lbs. | $19 05 |
| No. 61½, 1 lb. | 18 95 |
| No. 62, 13 ozs. | 18 50 |
| No. 65, 1¼ lbs. | 15 00 |
| No. 64, 1 lb. | 13 65 |

**HAMMERS, MACHINISTS'**

| | Doz. |
|---|---|
| No. 30 up to and including | |
| No. 1 | $18 85 |
| No. 1½ | 16 15 |
| No. 2 | 18 50 |
| No. 2¼ | 20 20 |

**HAMMERS, MASONS'**

No. 43, 5 lb. and over, $23 per cwt.

**HAMMERS' STRIKING**

Double face, No. 38, 5 lbs., $17.00. per cwt.

**HINGES**—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

**HORSESHOES**

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

**HOSE, GARDEN**

| | 3-ply | Per 100 ft. Multiper |
|---|---|---|
| ½ in. | $13 00 | $21 00 |
| ⅝ in. | 16 00 | ..... |
| ¾ in. | 17 00 | 28 00 |

| **IRON, GALVANIZED** | Apollo and Premier de Lis' | "Fleur |
|---|---|---|
| 10¾ oz. or 28 Eng. | $9 85 | |
| 28 Am. or 26 Eng. | 9 45 | |
| 26 Am. or 26 Eng. | 8 95 | |
| 24 | 8 80 | |
| 22 | 8 80 | |
| 18 and 20 | 8 65 | |
| 16 | 8 50 | |

**IRONS, SAD**

Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.

| | |
|---|---|
| Mrs. Potts' No. 55, set | $2 60 |
| Mrs. Potts, No. 50, set | 2 70 |

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

**JACKSCREWS**

15% on list.

**KNIVES—HAY**

| | |
|---|---|
| Heath's | $17 50 |
| Lightning | 17 50 |

**LADDERS, STEP**

Common, 4 ft., $1.85; 5 ft., $2.15, 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

**LADDERS, EXTENSION**

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

**LANTERNS**

Cold Blast

| | |
|---|---|
| No. 2 Japaned | 13 50 |
| No. 2, Coppered | 16 25 |
| No. 2, plain | 12 75 |
| Short Globe, doz. | 12 75 |

**LATCHES—THUMB, STEEL**

| | Doz |
|---|---|
| 102 | $2 40 |
| 103 | 2 45 |
| 104 | 2 85 |
| **Barn Door** | |
| 5 | 3 85 |
| 8 | 4 25 |
| 9 | 6 50 |

**LEAD PIPE,** $12.06.

**LEAD WASTE,** $12.96.

**WHITE LEAD**

Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

**LINSEED OIL**

See weekly report.

**MACHINES—WASHING**

| | Each |
|---|---|
| Dowswell | $9 55 |
| New Century | ..... |
| Canadian | 10 85 |

**MATTOCKS**

Pick, $14.25; cutter, $14.25.

**MOPS**

| | |
|---|---|
| O-Cedar, No. 1 | $16 00 |
| O-Cedar, No. 3 | 16 00 |
| Self-wringing | 6 50 |
| Mop Handles | 2 10 |

**MOWERS—LAWN**

| | 12 in. | 14 in. | 16 in |
|---|---|---|---|
| Woodyatt | $ 12 00 | $12 75 | |
| Empress | 14 25 | 15 00 | |
| Daisy | 8 75 | 9 50 | |
| Star | 7 40 | 7 85 | |
| K—3-blade | 9 60 | 10 25 | 10 60 |
| C—4-blade | 10 70 | 11 25 | 11 75 |
| BB—4-bld. | 12 45 | 13 00 | 13 65 |

**NAILS**

Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

**NAILS, HORSE, 25-lb. Box**

| | MRM | Capewell | New Peerless |
|---|---|---|---|
| No. 4 | .... | .... | $7 75 |
| No. 5 | $5 25 | $7 00 | 5 75 |
| No. 6 | 5 00 | 6 75 | 5 50 |
| No. 7 | 4 75 | 6 50 | 5 25 |
| No. 8 | 4 75 | 6 25 | 5 00 |
| No. 9 | 4 00 | 6 00 | 4 75 |

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## SITUATIONS WANTED

A FIRST CLASS HEAD SALESMAN WANTS to change position. Excellent window dresser and stockkeeper. Box 267 Hardware and Metal.

HARDWARE CLERK, THREE YEARS RETAIL experience, desires position. Best references. Box 298, Hardware and Metal.

## WANTED

USED TINSMITHS OUTFIT FOR MAKING Furnace pipes. State price. Box 21 Hardware and Metal.

## FOR SALE

STOVE REPAIRS, FIRE BRICKS, IRON Linings, Water Fronts, for Garlands, Pen Esters, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Magnets, Colonials, Colonists and all kinds of stoves. Write for Complete list and prices. Grundy Bros., Strathroy, Ont.

HARDWARE BUSINESS IS ONE OF THE best framing districts in Eastern Ontario doing a good business. Stock about $6000.00. Owner has other business. Box 271 Hardware and Metal.

FOR SALE—IN A GOOD TOWN AND COMmunity Brooklin, Ont. Stock Eight thousand, can be reduced to Five. Uriah Jones.

FOR SALE—HARDWARE BUSINESS IN central Saskatchewan. Stock Twelve Thousand. Turnover Forty Thousand. Box 260 Hardware & Metal.

COMPLETE TINSHOP FOR SALE IN TOWN of 2,000 population. Two tinshops in town. Lease for three years on building; rent cheap. Price to suit purchaser. Reason for selling, have to change climate. Box 211, Hardware and Metal.

HARDWARE BUSINESS IN LIVE ONTARIO city, about $9,000.00. Box 27 Hardware and Metal.

## MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St. Montreal. Telephone Main 8144.

THE OCCIDENTAL FIRE INSURANCE Company opens Hardware Commission office Kingston—Major W. Mitchell who carried on a successful Hardware business in Kingston for over twenty years before going overseas with the 2nd Canadian Divisional Train in March 1915 serving thirty months in France, has opened up an office in Hardware Commissions at 33 Brock St., Mr. Mitchell would be pleased to get in touch with Manufacturers or Jobbers wishing to place their goods on the market.

## HELP WANTED

EXPERIENCED HARDWARE CLERK, good stockkeeper and window dresser required for Northern town. State wages and references. Apply to Box 29 Hardware and Metal.

SALESMEN WANTED FOR ALL PARTS OF Canada to handle well known, high-grade general Hardware Line, exclusive or side line. Permanent position. Write Box 18 Hardware and Metal.

BOOKKEEPER, EXPERIENCED FOR Hardware in Saskatchewan village. State age, experience, references and salary expected. F. W. Moorlend, Adanac, Sask.

## AGENTS WANTED

LIVE DISTRIBUTING AGENT WITH large following, capable of thoroughly covering retail and jobbing trade; hardware and grocery concerns for Quebec and the Maritime provinces. A valuable connection for a concern properly equipped to secure the trade. Box 19 Hardware and Metal.

J. RHODES & SONS LTD., GROVE IRON works, Wakefield, Eng., the largest manufacturers of Power Presses in England, are open to appoint a commission Agent in Canada for the sale of their Power Presses. A real live Agent who thoroughly understands the selling points of Power Presses is required, and one having a showoom would be an advantage.


**COLLECTIONS**

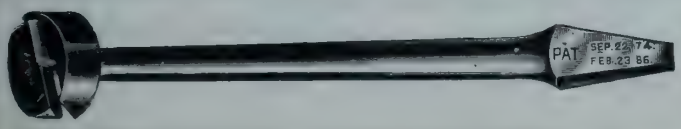
Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

**Nagle Mercantile Agency,** Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE


*Quick Results*

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.


THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

**FORSTNER BITS**

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

# Winnipeg Hardware Quotations—Continued

**NETTING—POULTRY**

| | |
|---|---|
| 1 in. mesh x 24 in. | 66 00 |
| 30 in. | [illegible] |
| 36 in. | 10 00 |

**NUTS**

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

**OAKUM**

| | |
|---|---|
| Clipper, spun, bale 50 lbs. | $11 50 |
| Clipper, unspun, bale, 50 lbs. | .... |
| Plumbers, bale 50 lbs. | 5 00 |

| **OILS—** | Gallon |
|---|---|
| Kerosene | 0 20½ |
| Gasoline | 0 39 |
| White Rose Gasoline | 0 39 |
| En-ar-co Motor Oil, med. and heavy | 1 15 |
| Do., ext. heavy | 1 25 |
| Black (summer) | 0 32½ |
| Black (winter) | 0 33 |
| Imperial kerosene tractor | 1 35 |
| Capital cylinder | 0 96½ |
| Castor machine | 0 60¼ |
| Imperial gas engine | 0 65 |
| Discount 10%. | |
| Polarine | 1 25 |
| Polarine A | 1 25 |
| Polarine heavy | 1 25 |
| Gargoyle Mobile A | 1 71½ |
| Gargoyle Mobile B | 1 81½ |
| Gargoyle Mobile BB | 1 81½ |
| Gargoyle Mobile E and Arctic | 1 56½ |
| Fuel oil | On application |
| Discount 25%. | |
| Wm. Penn Motor, medium | 1 25 |
| Do., heavy | 1 25 |
| French C, medium | 0 60 |
| French A, heavy | 1 00 |
| Transmission, No. 1 | 1 00 |
| Steam sylinder, No. 650C. | 1 00 |
| Volunteer, reg. gas engine | 0 65 |
| Century caster machine | 0 50 |
| Melrose Harvester machine | 0 70 |
| 25% and 10%. | |

**PAINTS, PREPARED**

See weekly report.
(1 gallon can basis)

| | |
|---|---|
| Stephens' white | $4 60 |
| Stephens' colors | 4 25 |
| Stephens' floor | 4 10 |
| Silkstone white | 4 00 |
| Silkstone colors | 3 90 |
| Stephens' barn | 2 35 |
| Stephens' barn, extra color | 2 55 |
| Lion white | 4 60 |
| Lion colors | 4 25 |
| H.D. floor | 4 10 |
| Velvetone white | 4 00 |
| Velvetone tints | 3 90 |
| Ramsay's white | 4 45 |
| Do., colors | 4 10 |
| Dultone, White | 4 00 |
| Do., colors | 3 90 |
| Martin-Senour, white | 4 60 |
| Senour's floor | 4 10 |
| M.S. Neutone, white | 4 00 |
| M.S. Neutone, colors | 3 90 |
| M.S. Red Schoolhouse | 2 50 |
| M.S. Standard Barn | 1 37 |

**PAPER, BUILDING**

| | |
|---|---|
| Dry Fibre, No. 1 | $1 25 |
| Sunrise | 1 00 |
| Anchor, tarred | 1 45 |
| O.K. tarred | 1 45 |
| Tarred Felt | 5 85 |

**PICKS, CLAY**

5-6 lbs., $10.25; 6-7 lb., $11.25 doz.; 7-8 lb., $12.25.

**PIPE, WROUGHT**

Per 100 feet.

| | Blk. | Galv. |
|---|---|---|
| ⅛ in. | $ 6 85 | $ 9 25 |
| ¼ in. | 5 40 | 7 90 |
| ⅜ in. | 5 52 | 8 05 |
| ½ in. | 7 18 | 9 12 |
| ¾ in. | 8 58 | 11 07 |
| 1 in. | 12 30 | 15 95 |
| 1¼ in. | 16 62 | 21 60 |
| 1½ in. | 19 90 | 25 83 |
| 2 in. | 26 75 | 34 75 |
| 2½ in. | 42 30 | 54 95 |
| 3 in. | 55 35 | 71 87 |
| 3½ in. | 73 23 | 91 30 |
| 4 in. | 86 75 | 110 30 |
| 4½ in. | 99 50 | 126 95 |
| 5 in. | 116 05 | 148 00 |
| 6 in. | 150 50 | 191 98 |

**PLASTER PARIS**

Per barrel ..... 6 75- 7 50

**PLATES, CANADA**

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

**POLISH**

| | Liquid Veneer Doz. | O-Cedar Doz. |
|---|---|---|
| 4-oz. | $ 2 40 | $ 2 40 |
| 12-oz. | 4 80 | 4 80 |
| 1-quart | 10 00 | 12 00 |
| ½-gal. | .... | 20 00 |
| 1-gal. | 28 08 | 28 00 |

**PULLEYS, CLOTHES LINE**

| | Doz. |
|---|---|
| No. 58, jap. 5" wheel | $4 90 |
| No. 158, gal. 5" wheel | 5 10 |

**PUMP OILERS, GENUINE CANNON**

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

**PUMPS**

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

**PUTTY**

| | |
|---|---|
| 100-lb. irons | $5 00 |
| 20-lb. irons, per cwt. | 5 50 |
| 1½ lb. tins | 0 10½ |

**RIVETS AND BURRS**

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

**ROPE**

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c

**SANDPAPER—**

| | B. & A. Quire | B. & A. Ream | Star Quire | Star Ream |
|---|---|---|---|---|
| 00, 0 | $0 41 | $ 7 10 | $0 43 | $ 7 [illegible] |
| ½ | 0 43 | 7 55 | 0 43 | 7 8[illegible] |
| 1 | 0 48 | 8 55 | 0 45 | 8 [illegible] |
| 1½ | 0 52 | 9 95 | 0 50 | 9 [illegible] |
| 2 | 0 58 | 11 50 | 0 60 | 11 00 |
| 2½ | 0 75 | 13 25 | 0 80 | 14 65 |
| 3 | 0 85 | 15 10 | 0 90 | 16 70 |

**SASH BALANCES (Caldwell)**

50% on list.

**SAWS, BUCK**

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

**SCREWS**

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

| **SCYTHES—** | Doz. |
|---|---|
| Bramble | $..... |
| Bush | 20 50 |
| Excelsior | ..... |
| Cast | 20 00 |

**SHOVELS AND SPADES**

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

**SLEDGES, BLACKSMITHS'**

No. 37, 5 lbs. and over, $20.25 per cwt.

**SNATHS**

| | |
|---|---|
| No. 2 loop | $17 25 |
| Bush | 19 50 |

**STEEL SHEETS, BLACK**

| | |
|---|---|
| 10 gauge | $6 00 |
| 12 gauge | 6 00 |
| 14 gauge | 6 05 |
| 16 gauge | 6 15 |
| 18-20 gauge | 6 80 |
| 22-24 gauge | 6 85 |
| 26 gauge | 6 90 |
| 28 gauge | 7 15 |

**STANDS**

| | Each |
|---|---|
| Washtub, Reverse Drip | $4 15 |
| Range boiler, 12 in. | 1 50 |

| **SWEEPERS — VACUUM** | Doz. |
|---|---|
| Grand Rapids, nickeled | $109 00 |
| Household, japanned | 97 00 |
| Superba, nickeled | 123 00 |

| **SWEEPERS, TOYS, BISSELL'S** | |
|---|---|
| Little Daisy, per gross | 35 00 |
| Little Queen, per gross | 53 00 |

F.O.B. jobbers' warehouses, Winnipeg.

**SOLDER**, per lb., 26 to 27c.

**SPIKES — BOAT**

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

**STAPLES**

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, .... Fort William .... Winnipeg.

**STEEL**

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

**STEEL HOOPS**

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

**STEEL SQUARES**

10% on list.

**TACKS.** Carpet, 70% off list.

**TIES.** Cow.

**TIN AND TERNE PLATE—**

| | |
|---|---|
| 20 x 28 IC box | $21 50 |
| 20 x 28 I.X. box | 24 75 |
| 20 x 33 I.C. box | 26 25 |
| 20 x 33 I.X. box | 31 00 |
| Terne plates | 24 00 |

**TRAPS, GAME—**

| | Victor Doz. | H. & N. Doz. | Jumpy Doz. |
|---|---|---|---|
| No. 0 | $2 40 | $.... | $... |
| No. 1 | 2 85 | 5 20 | 3 85 |
| No. 1½ | 4 35 | 7 85 | 5 70 |
| No. 2 | 6 00 | 11 00 | 9 00 |
| No. 3 | 10 15 | 14 70 | 12 30 |

| **TUBS—** | Wood | Fibre |
|---|---|---|
| No. 0 | $25 55 | $29 55 |
| No. 1 | 22 20 | 24 35 |
| No. 2 | 19 00 | 21 10 |
| No. 3 | 16 80 | 18 00 |

**TURPENTINE**

See weekly report

| **TWINE (WRAPPING)** | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 38 |
| Cotton, 3-ply, balls | 0 43 |
| Cotton, 4-ply, cones | 0 41 |
| Cotton, 4-ply, balls | 0 45 |

**VARNISHES—**

| | |
|---|---|
| Stephens' Luminette, gal. | $4 00 |
| Stephens' Exalite, gal. | 4 75 |
| Lion Brand Color Varnish, per gal. | 4 50 |

**WARES, ETC.—**

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

**WASHERS—**

| Size | Case lots | Less |
|---|---|---|
| 3-16 in. | $ 12 70 | $13 20 |
| ¼ in. | 11 26 | 11 76 |
| 5-16 in. | 10 62 | 11 12 |
| ⅜ in. | 9 90 | 10 40 |
| 7-16 in. | 9 34 | 9 84 |
| ½ in. | 9 02 | 9 52 |
| 9-16 in. | 8 94 | 9 44 |
| ⅝ in. | 8 86 | 9 36 |
| ¾ in. | 8 78 | 9 28 |
| ⅞ in. | 8 70 | 9 20 |
| 1 in. | 8 70 | 9 20 |
| 1⅛ in. | 8 70 | 9 20 |
| 1¼ in. | 8 86 | 9 36 |
| 1⅜ in. | 8 86 | 9 36 |
| 1 7-16 in. | 8 86 | 9 36 |
| 1½ in. | 8 86 | 9 36 |

**WASTE**

| | |
|---|---|
| Cream, polishing | 0 24½ |

**WHITE**

| | |
|---|---|
| XXX Extra | $0 21 |
| XX Grand | 0 20 |
| XLCR | 0 19 |
| X Empire | 0 17½ |
| X Press | 0 16 |

**COLORED**

| | |
|---|---|
| Fancy | $0 17½ |
| Lion | 0 16 |
| Standard | 0 14½ |
| Popular J | 0 13 |
| Keen | 0 11½ |

Above lines subject to trade discount for quantity.

| **WEIGHTS, SASH** | Per 100 lbs |
|---|---|
| Sectional | $7 50 |
| Solid | 7 00 |

| **WELL WHEELS** | Doz. |
|---|---|
| Cast, covered, 8 in. | $11 60 |
| Cast, plain, 10 in. | 15 60 |
| 12 in. | 18 85 |
| 14 in | 24 00 |

| **WHEELBARROWS** | Each |
|---|---|
| U. S. | $ 6 60 |
| General purpose | 7 90 |
| Stone | 13 75 |
| Navvy, doz. | 105 00 |

**WIRE — BARB**

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

**WIRE — PLAIN**

Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

**WIRE — ANNEALED**

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

**WRENCHES — NUT**

| Agricultural— | |
|---|---|
| 6-inch | $ 9 00 |
| 8-inch | 10 80 |
| 10-inch | 12 60 |
| 12-inch | 16 20 |
| 15-inch | 21 60 |
| **Perfect Handle—** | |
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | ..... |
| 12 inch | ..... |
| 15 inch | ..... |
| 18 inch | ..... |

**WRENCHES—PIPE**

Trimo—30% off list.

Stillson—30% off list.

| | — Dozen — Black | N. P. |
|---|---|---|
| **Always Ready** | | |
| No. 1 | $4 60 | $ 5 00 |
| No. 2 | 6 30 | 6 75 |

| **WRINGERS, CLOTHES** | Doz. |
|---|---|
| Universal | $43 50 |
| New Eze | 76 50 |
| Regent | 89 00 |

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

---

**"Monarch" & "Safe-Lock" Fencing**

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

---

**"Dazee Brand" Woodenware**

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

---

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1856.
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

---

**DOON TWINES, LIMITED**
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

---

**STERLING**
**Hack Saw Blades and Machines**
*Manufactured by*
**Diamond Saw & Stamping Works**
BUFFALO, N.Y.

---

**BATH ROOM FITTINGS**

K NIAGARA
**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

**AUTO ACCESSORIES**

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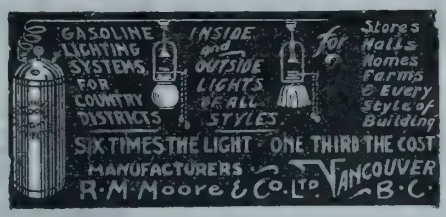


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*$1.00 Postpaid*

**Myers Wonderful Speedy Hand Stitcher**

Repair shop in itself, mends harness, shoes, auto tops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

**C. A. MYERS COMPANY**
6326 Woodlawn Ave. Chicago, Ill. U.S.A.

---

**POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK**

F.S. BURCH

| Retail Prices | | |
|---|---|---|
| | Single Spiral Colored Bands | $1.00 for 100 |
| | Ribbon Bands Colored | $1.65 for 100 |
| | Challenge Adjustable Bands | .90 for 100 |

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

**RIDEAU SPECIALTY CO.**
MANUFACTURERS OTTAWA PAPER, ONT.

---

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

***Toronto Foundry Co.***
884 Davenport Road TORONTO, CAN

---

*Curtain Rods, Household Fixtures, Bathroom Fittings.*

Newell Mfg. Co. Ltd., Prescott, Ont.

---

For Distinctive — Planned to Pull
**TRADE MARKS**
Consult
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.—Ottawa, Canada

---

**Cameron Metal Drawers**
LONGER WEAR, BETTER SERVICE
*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*
**Cameron & Co.**
74 Logan Ave. Toronto, Ont.

---

Advertising in Hardware & Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

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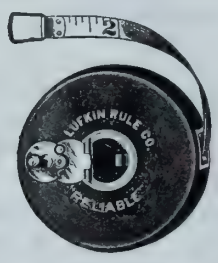


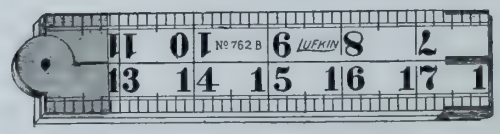

LUFKIN

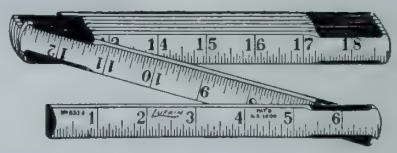
*Tapes and Rules*

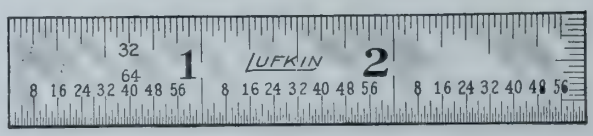
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL






THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

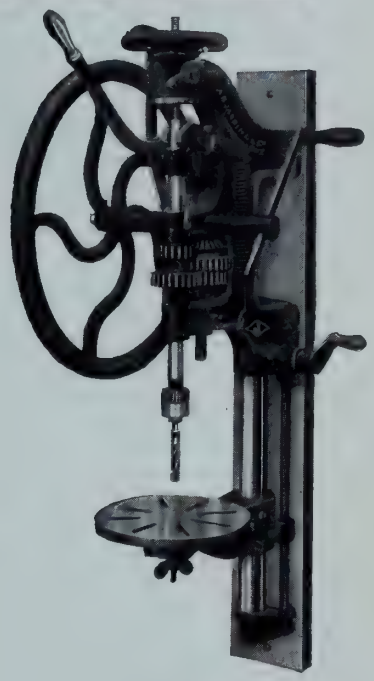
# JARDINE

No. 3 Horseshoer's vise and Bolt-Header.

REGISTERED J TRADE MARK

## Canadian-Made Tools

### Blacksmiths' Boiler Makers' Machinists' and Pipe-Fitters' Tools



No. 8 Hand and Power Drilling Machine

No. 1 A Toledo Pipe Stock

Write for No. 17 Catalogue if you are interested in Machinists', Blacksmiths' and Boiler Makers' Tools.
Ask for No. P3—if you want Pipe-Fitters' Tools.

## A. B. Jardine & Co.

**Limited**

**Hespeler - - Ontario**

Sole makers of "Jardine" Pipe-Threading Tools.
Sole Licensees to manufacture and sell Toledo Pipe-Threading Tools in Canada.
Agents, Winnipeg and West—Stanley Brock, Ltd., Winnipeg, Man.
Brockville and East—J. R. Devereux, 358 Beaver Hall Square, Montreal.
Belleville and West—W. H. Cunningham & Co., 183 Church St., Toronto, Ont.

Canadian Giant Power Hammer

*Name* . . . . . .

*Address* . . . . . .

**Cut This Out and Send to Hespeler For Catalogue**

# DAYTON

## FOR LARGER PROFITS

### —Plus Service and Speed

Have you anything in your store which will equal in earning power the Dayton Hardware Scale?

You have, let us say, an average of fifty weighings a day.

It is not a Salesman's argument, but an ESTABLISHED FACT that the difference between weights on the old-fashioned beam scale and the absolutely accurate Dayton average one ounce each.

A conservative estimate of the average price of your goods would be two cents an ounce—**but let us cut that amount in two.**

Figure business days at 26 a month, and the saving you effect, therefore, will be $13 a month.

You invest, let us say, $25 a month in a Dayton Hardware Scale. Where will you look for a sounder, safer investment than this which pays you 50 PER CENT. PER MONTH, without a penny of increased overhead?

But that's only the beginning of the earning power of a Dayton.

Look ahead five years.

In ten months, say, you have paid for your scale. It still goes on saving money at the same ratio. In five years, if you choose, mark off 25 per cent. for depreciation. The scale you find, has cost you $25 a year and has made you $156 a year—PLUS the time it has saved you; the smart appearance it has given your store, and, above all, the service it has given you and your customers.

Beat it if you can!

***It Will Help You to Take Stock***

***The International Dayton special counting scoop attachment is invaluable at Stock-taking time. Let us explain to you how it automatically counts nails, screws, bolts, etc.***

## International Business Machines

### Company, Limited

Frank E. Mutton, Vice-President and General Manager.

HEAD OFFICE AND FACTORY— Royce & Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns. Nfld.

International Business Machines — SPEED ACCURACY ECONOMY

*Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters*

# Hardware and Metal

Vol. XXXIII. No. 36 | THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA | September 3, 1921



DOMINION SHEET METAL CO. LTD. MADE IN PREMIER CANADA HAMILTON, CANADA.

GALVANIZED IN CANADA HAMILTON TONCAN METAL DOMINION SHEET METAL CORPN. LTD.

## CANADA'S
## FIRST
## AND
## BEST
# GALVANIZED SHEETS

**PREMIER**—Made in Canada since early 1915—Thousands of tons used annually since. The standard of high quality in Canada.

**TONCAN METAL**—Used by leading manufacturers. Specified by leading engineers and architects where corrosive conditions are present. Send for list of prominent Canadian installations.

*MADE IN HAMILTON, CANADA, BY*

## Dominion Sheet Metal Corporation,
LIMITED

**SOLD BY ALL CANADIAN JOBBERS.**

# "THE AVERAGE IDEAL"

Talking to one of the O-Cedar salesmen recently, a highly successful merchant made this statement:

> "I've made a success of retail storekeeping by featuring the kind of goods that hit the average ideal—and O-Cedar Polish is a good example of that kind of goods."

Do **you** aim to hit "the average ideal"?

Do you give store and window prominence to O-Cedar products, as a line that nine women out of ten are familiar with and content to use, even though they may cost a little more than certain imitating lines?

Do you realize how fully O-Cedar Polish and the O-Cedar Polish Mop measure up to the requirements of the average household; and how certain you are of pleasing Mrs. Average Housewife when you place your recommendation behind such products?

| RETAIL SELLING PRICES | |
|---|---|
| | **O-Cedar Polish** |
| | **In Bottles 30 cts. and 60 cts.** |
| | **In Tins $1.50, $2.50 and $3.50** |
| | **O-Cedar Polish Mops** (complete with handles) |
| | **Small Size $1.25** |
| | **Large Size $2.00** |

## CHANNELL LIMITED - - TORONTO

# 'RICE LEWIS' NEWS

# *Scores of lines exhibited at the Canadian National Exhibition can be supplied by "Rice Lewis"*

There will be nearly a million visitors pass the turnstiles into the world's greatest annual Exhibition this year. To a large degree these visitors represent buyers of hardware lines; many are your customers.

This is your opportunity to take advantage of the greatest consumer advertising that will be done this year.

We can supply you with lines made and represented by the following firms. These firms for two weeks have had personal representatives introducing their products to your customers.

It will pay you to follow up their splendid work.

## Some of the C.N.E. exhibitors and their lines:

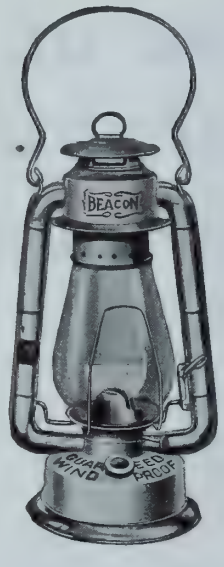
**Dominion Belting Co.** (Belting).
**Auto-Strop Safety Razor Co.** (Safety Razors).
**Interlake Tissue Mills Co.** (Toilet Paper).
**Broun & Bonnick** (Household Scales and Floor Polisher).
**Gundy Clapperton Co.** (Cut Glass).
**Bloom & Brittain** (Coffield Electric Washers).
**Channell Chemical Co., Ltd.** (O-Cedar Mops and Polish, Aladdin Dye Soap).
**Dowswell Lees & Co., Ltd.** (Washing Machines and Wringers).
**MacNeil Liquid Floor Wax Co.** (Liquid Wax).
**1900 Washer Co.** (Electric and Waterpower Machines.)
**Supreme Mfg. & Sales Co.** (Floor Polisher).
**Burrow, Stewart & Milne** (Scales and Curry Combs)
**Benjamin Moore & Co.** (Muresco).
**Boeckh Co., Ltd.** (Brushes—all kinds).
**Geo. Cooke Co.** (C. & B. Floor Wax).
**Coleman Lamp Co., Ltd.** (Gasolene Lamps and Lanterns).
**Florentine Statuary** (Statuary).
**Gutta Percha & Rubber Co., Ltd.** (Garden Hose and Rubber Goods).
**Glidden Co., Ltd.** (Jap-a-lac).
**Hamilton Stove & Heater Co.** (Builder's Hdwe).
**E. Pullan** (Waste and Wipers).
**National Electric Heater Co., Ltd.** (Electric Appliances).
**Rubberset Co.** (Brushes—all kinds).
**Sturgeon's Ltd.** (Shingle stain).
**Clements Mfg. Co., Ltd.** (Cadillac Vacuum Cleaner.)
**Hubbell Electric Products Co.** (Electric Appliances).
**Hoover Suction Sweeper Co. of Canada, Ltd.** (Hoover Vacuum Cleaners).
**F. W. Lawson Co., Ltd.** (Metallic Window Screens and Ventilators, Radiator Humidifier).
**Dominion Battery Co.** (Reliable Batteries).
**Motor Sundries Corporation** (Mayall Motor Heaters).
**Norwesco of Canada, Ltd.** (Norwesco Products).
**Van der Linde Rubber Corp., Ltd.** (Tires.)
**Reckitt's (Overseas) Ltd.** (Brasso Polish).
**Barrett Co., Ltd.** (Roofings, etc.)
**Flexible Shaft Co., Ltd.** (Horse and Sheep Clippers, etc.)
**Cutlen & Foster** (Auto Accessories).
**Hercules Bumpers, Ltd.** (Auto Bumpers).
**A. Schrader & Son, Inc.** (Tire Accessories, Valve Insides, Gauges, etc.)
**Bateman Wilkinson Co.** (Wheelbarrows).
**A. R. Lundy** (Lawn and Border Fences).
**Brown, Boggs & Co.** (Tinsmiths' Tools).

## Rice Lewis & Son, Limited, Toronto

***Ask the "Rice Lewis" Man or Write Direct***

*If interested tear out this page and place with letters to be answered.*

# *Nights are Getting Longer and Colder*




SMP **BEACON** Lantern

THE world is tilting! Each day the sun is a little further south. Each morning the sun creeps up just a little later and every evening it sinks earlier in the west.

Nights are getting longer and colder, and the lantern and heater season is almost upon us.

Are you prepared? There'll be good business in heaters this season because many of the weather prophets predict a cold, hard winter. And the nights will be as long and as dark as ever.

Be ready for brisk business. Stock up with SMP Beacon Lanterns and SMP Hot Blast Heaters —the lines that sell themselves.

## *Special Announcement*

We take pleasure in announcing that we have completed arrangements for exclusive selling rights of the Puritan Oil Heaters in Canada.

Puritan Oil Heaters are efficient and economical in oil consumption. They are bound to become tremendously popular. Watch for further announcement.

## *Shipments Made Promptly*

SMP Hot Blast Heater

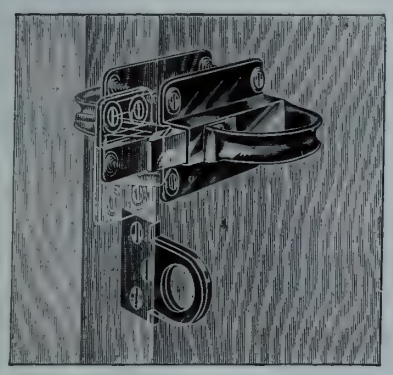
**THE SHEET METAL PRODUCTS CO.**
**OF CANADA, LIMITED**

Montreal TORONTO Winnipeg

Edmonton Vancouver Calgary

*If interested tear out this page and place with letters to be answered.*

# The Door to Prosperity Opens With C.S.G. Co.'s Latches



## No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

## The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value — selling points — than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place. Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

**Canada Steel Goods Co.**
**LIMITED**
**Hamilton Canada**

*If interested tear out this page and place with letters to be answered.*

*This cut appears in 35 leading Dailies September 16th and 17th at head of a 600 line advertisement.*

## *Sell them Two—*

## *That's the gist of the combination selling that we are advertising in connection with our*

## September 16th - 17th and 19th Sale.

**Big advertisements will appear on these dates in the 35 largest dailies from Atlantic to Pacific, telling your customers about this money saving opportunity and the special Iron sale.**

***Here's How It Works*** —The Hotpoint cord and plug is O.K. for the Hotpoint Percolators, etc., so, sell your customers **two applances with one cord.** Hold the second cord in stock. During the 3-day September salie it would figure like this:

**IRON and PERCOLATOR $19.00**

Hotpoint Iron regularly $8.00; Aluminum Percolator regularly $16.00—total $24.00. During the September Sale, Iron, Special, at $5.00 and Percolator less cord $14.00, making total of $19.00. Your customer saves $5.00. You make your normal profit on Percolator.

**BOUDOIR SET and IMMERSION HEATER**

The boudoir set sells regularly at $10.00, the Immersion Heater at $8.00—total $18.00. But during the sale the price of the Boudoir Set is $7.25; Heater (less cord) $6.00. This gives you a special combination price of $13.25 and saves your customer $4.75, altho you make your normal profit on the Heater.

## This Plan Makes Friends For You.

Yes, it makes friends for your store—it clears your shelves so you can order fresh goods for Christmas—it boosts your September sales.

If you haven't yet ordered your free window trim material ($200.00 in prizes) and other advertising supplies, let us have your requirements at once.

*Orders for Irons Accepted at Special Prices till Monday, September 19th.*

CANADIAN EDISON APPLIANCE CO., Limited
STRATFORD, CANADA

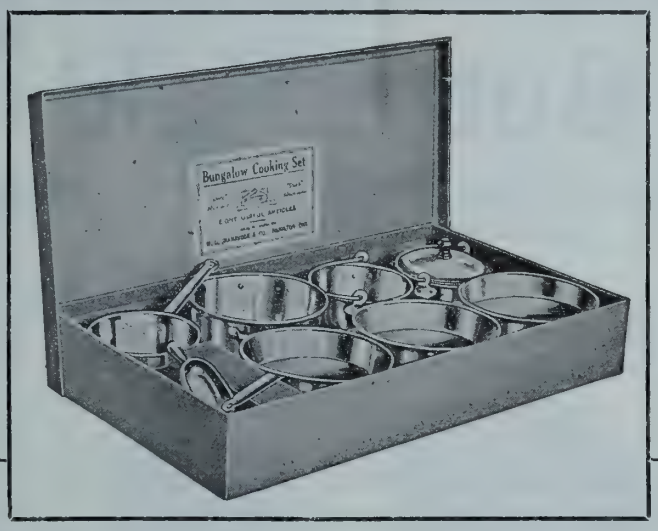
*If interested tear out this page and place with letters to be answered.*

# "DURO" ALUMINUM WARE 99% PURE

## Canada's Most Popular Cooking Utensil

WIDE RANGE TO CHOOSE FROM—POPULAR PRICES

# Order Your Toy Sets Now




**No. 600—Bungalow Child's Cooking Set (8 useful articles).**

**No. 700—Cottage Child's Cooking Set (4 useful articles).**

"DURO" IS SETTING THE PACE IN THE QUALITY RACE.
EVERY PIECE GUARANTEED—LEADING JOBBERS HANDLE "DURO."

Send for trial order—Duro Aluminum Cleanser—Contains six pads steel wool, one cake soap.

## "DURO" IS MADE IN CANADA BY

# W. D. SHAMBROOK & CO.

HAMILTON - ONTARIO

*Representatives :*

**A. T. Chambers, Vancouver.**
**J. R. Anderson, 36 St. Dizier St., Montreal.**
**L. T. Walls Sales, Ltd., Winnipeg.**
**Armstrong & Patterson, St. John, N. B.**

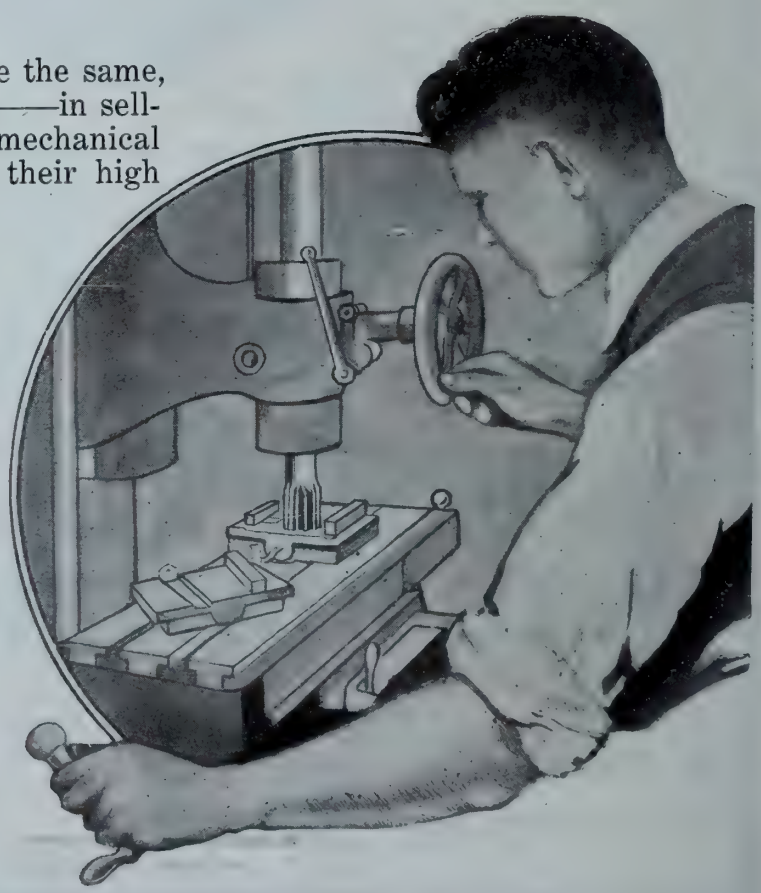
# BUTTERFIELD

# Use Butterfield Tools

For speed, accuracy, and the ability to do a clean-cut job over and over again, Butterfield Tools cannot be excelled, and we doubt if they can be equalled.

These attributes, speed, accuracy, and durability, are the qualities for which the machinists and the purchasing agents select their tools for purchase. They are selling-points which your clerks will use in over-the-counter sales.

And for the m erchant, their qualities are the same, with a slightly different meaning: speed——in selling; accuracy——in invariably pleasing mechanical men, and durability——in maintaining their high volume of sales year after year.



**Foreign Representatives:** Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Caslamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lyourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

**Butterfield & Co. Division**

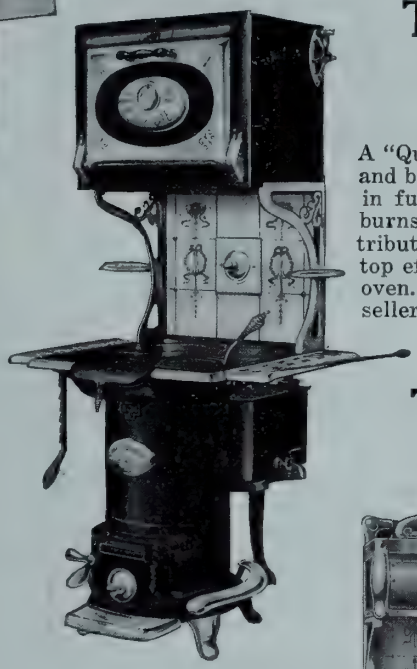
**Union Twist Drill Co.**

**Rock Island, Quebec**

*If interested tear out this page and place with letters to be answered.*

# A Few Real Live Ones!!

THE MAPLE LEAF line of Stoves, Heaters and Ranges is full of live ones. But, of course, we can only hit the high spots within the limits of a page of advertising. These are offered here merely as suggestions to give you an idea of the beauty and efficiency of the entire line and to drive home the fact that if you are not handling the Maple Leaf products you are overlooking a big money-making proposition.



## THE MAPLE LEAF COMPOSITE

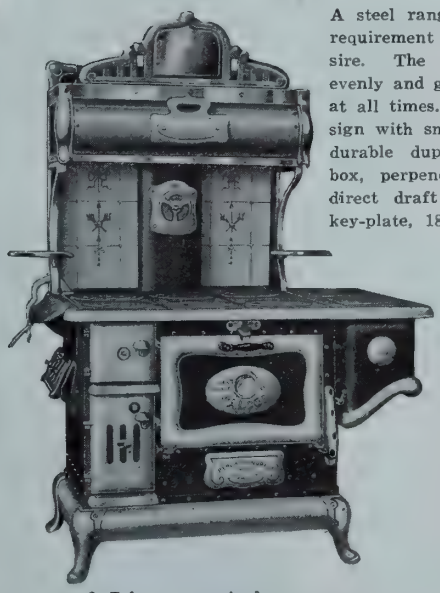
A "Quebec Heater" range that is a wonder for economy and beauty. It is economical in space—it is economical in fuel and it is economical in energy and effort. It burns any and all kinds of fuel. Its system of heat distribution makes everyone of the four holes of the range top effective and furnishes an unusually perfect baking oven. It has all the latest improvements. It is a big seller.

## The Maple Leaf "Thatsit" Range

The newest of all Quebec heater ranges. It has a full sized 6-hole range top and the heat units are so controlled by the new undertop that the fire must pass under all six covers. The oven is 13¼ x 11½ x 20″ deep with balanced spring type drop door, friction catch, non heating handle and thermometer. It has a broiler lift and a pouch feed door. It can be fitted either with a hot water boiler or copper reservoir and with or without warming closet. This is a stove that is hard to beat.

## The Maple Leaf Falcon

A steel range that possesses every requirement that a woman can desire. The Falcon heats quickly, evenly and guarantees perfect work at all times. It is a handsome design with smooth nickel trimmings, durable duplex grate, large firebox, perpendicular linings, sliding direct draft damper, lift-up front key-plate, 18″ or 20″ oven.



## Maple Leaf Quebec Heaters

In the Maple Leaf line there are many varieties and designs of these unequalled heaters. It will pay you to investigate them.

DEALERS

If your town has no Maple Leaf agency--better write us today.

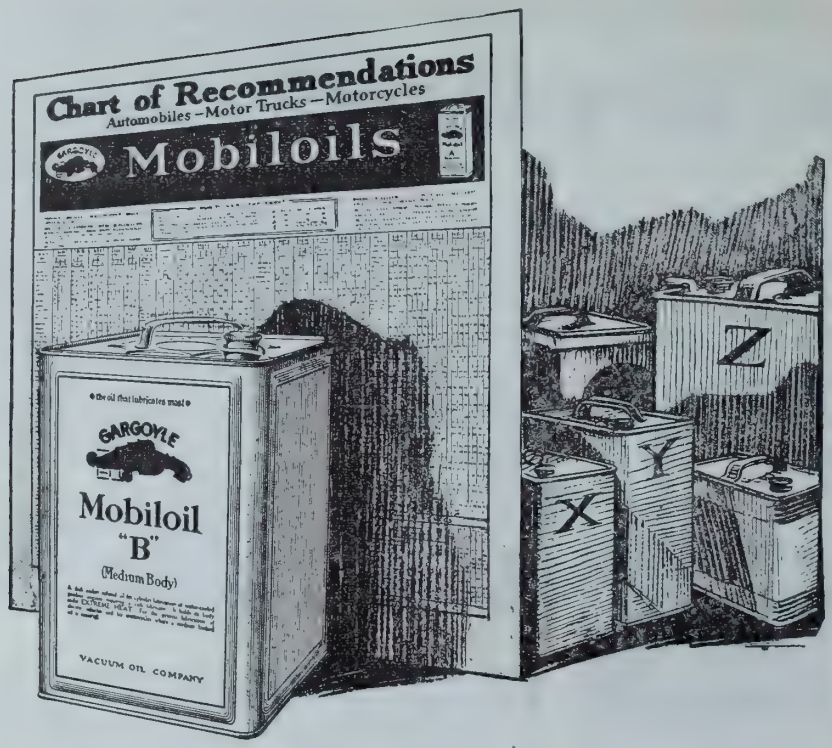
The Maple Leaf Line contains everything from a Quebec heater to a cooking range or a furnace. It enables you to met every demand of your trade and to give them always perfect satisfaction.

If you are not acquainted with the Maple Leaf line--send to us for our latest catalogue.

**BEACH FOUNDRY LIMITED**

Head Office and Factory, Ottawa, Canada. - - - - Branches in Winnipeg and Vancouver

*If interested tear out this page and place with letters to be answered.*




# The Profits of Concentration

TO please their customers many dealers carry several brands of oil.

While this policy may have its merits, it has been proven time and again that the *successful* merchant is the man who educates his customers to use a brand which he can honestly recommend.

Supposing you have five customers who want X, Y, or Z oils. If you can get these customers to use Gargoyle Mobiloils once, the results will make them steady Mobiloils customers. This means that you can eliminate your stock of X, Y, and Z oils.

This means: (1) Reduction of capital tied up, (2) simplified selling and bookkeeping, (3) economy of storeroom and counter space.

YOU may say: why not eliminate Gargoyle Mobiloils and concentrate on X's oils? Here are the reasons:

1. Respect for Gargoyle Mobiloils is almost universal. It is nearly always easy to show a motorist why Gargoyle Mobiloils are better than the oil he formerly used. But it is well-nigh impossible to get the Gargoyle Mobiloils user to accept a substitute.
2. Gargoyle Mobiloils are made from selected crude oils chosen solely for their lubricating value. Many oils are only by-products in the distillation of gasoline, kerosene, etc., for which purposes the crudes were originally chosen.
3. The Chart of Recommendations for tractors, trucks and motorcycles enables you to specify the correct grade of Gargoyle Mobiloils with scientific accuracy.
4. Through our advertising, our educational booklets and other sales helps, you can quickly build up a steady clientele for Gargoyle Mobiloils.

GARGOYLE

# Mobiloils

*A grade for each type of motor*

## IMPERIAL OIL LIMITED

**Marketers of Gargoyle Mobiloils in Canada**

**BRANCHES IN ALL CITIES**

T-9295

## Chart of Recommendations

### How to Read the Chart:

THE correct grades of Gargoyle Mobiloils for engine lubrication of both passenger and commercial cars are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendations should be followed during the entire period when freezing temperatures may be experienced.

The recommendations for prominent makes of engines used in many cars are listed separately for convenience.

The Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

| NAMES OF AUTOMOBILES AND MOTOR TRUCKS | 1921 | | 1920 | | 1919 | | 1918 | | 1917 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Summer | Winter | Summer | Winter | Summer | Winter | Summer | Winter | Summer | Winter |
| Allen | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Apperson (8 cyl) | A | A | A | A | A | A | A | A | A | A |
| " All Other Models | .. | . | | | | | A | A | Arc | Arc. |
| Biddle | | | A | Arc | A | Arc | A | Arc | A | Arc. |
| Brewster | B | A | B | A | B | A | B | A | B | A |
| Briscoe | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Buick | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Cadillac | A | A | A | A | A | A | A | A | A | A |
| Chalmers | A | A | A | A | A | A | A | A | A | A |
| Chandler Six | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Chevrolet (8 cyl) | | | | | A | A | A | A | A | A |
| " (Model 490) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| " All Other Mod. | A | Arc | A | Arc | A | Arc | A | Arc | . | ... |
| Cleveland | A | Arc | A | Arc | . | . | . | . | ... | . |
| Cunningham | A | A | A | A | A | A | A | A | A | A |
| Dart (1 ton) | . | | A | Arc | Arc | Arc | A | Arc | . | ... |
| " (1½ ton) | A | Arc | | | | | | | | ... |
| " All Other Models | A | A | A | A | A | A | A | A | A | Arc. |
| Davis | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Dodge Brothers | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Essex | A | Arc | A | Arc | A | Arc | | | | ... |
| Ford | E | E | E | E | E | E | E | E | E | E |
| Franklin | A | A | A | A | A | A | A | A | A | A |
| Grant (6 cyl) | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| " (Com) (Model 12) | | | | | A | Arc | | | | ... |
| " " All Other Mod | Arc | Arc | Arc | Arc | Arc | Arc | | | | ... |
| Harroun | | | A | Arc | A | Arc | A | Arc | A | Arc. |
| Haynes (6 cyl) | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| " (12 cyl) | A | A | A | A | A | A | A | A | A | A |
| Hollier (6 cyl) | . | . | Arc | Arc | Arc | Arc | A | Arc | A | Arc. |
| " (8 cyl) | | | | | A | A | A | A | A | A |
| Holmes | A | A | B | A | | | | | | ... |
| Hudson Super Six | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Hupmobile | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Indiana (1 ton) | | | | | A | Arc | A | Arc | A | Arc |
| " (1½ ton) | A | Arc | A | Arc | | | | | | ... |
| " (2 ton) | A | A | A | A | A | A | A | A | A | A |
| " (5 ton) | A | A | A | A | A | Arc | A | Arc | A | A |
| " All Other Mod. | A | A | A | A | A | A | A | Arc | A | Arc. |
| Jones | . | . | Arc | Arc | Arc | Arc | Arc | Arc | A | Arc. |
| Kissel Kar (12 cyl) | . | . | | | | | A | A | A | A |
| " " All Other Mod | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| La Fayette (Indianapolis) | A | A | A | A | | | | | | ... |
| Lexington (Cont Eng) | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Liberty | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Lincoln | A | A | | | | | | | | ... |
| Locomobile | A | E | A | E | A | E | A | E | E | E |
| McFarlan | A | A | A | Arc | A | Arc | A | Arc | A | Arc. |
| Madison (6 cyl) | . | .. | | . | A | Arc | A | Arc | A | Arc. |
| " (8 cyl) | | | | | | | | | A | A |
| Maibohm | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Marmon | A | A | A | A | A | A | A | A | A | A |
| Maxwell | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Mercer | A | A | A | A | A | A | A | A | A | A |
| M. H. M. | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Mitchell | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Nash | Arc | Arc | A | Arc | A | Arc | A | Arc | | ... |
| " (Model 671) | | | | | | | A | A | | ... |
| " (Com) (Quad) | A | A | A | A | A | A | A | A | | ... |
| " (1 ton and 2 ton) | A | Arc | A | Arc | A | Arc | A | Arc | . | . |
| National (6 cyl) | A | A | A | A | Arc | Arc | Arc | Arc | Arc | Arc. |
| " (12 cyl) | . | | | . | A | A | A | A | A | A |
| Nelson | A | A | A | A | A | A | A | A | A | A |
| Noble | A | A | A | A | Arc | Arc | Arc | Arc | Arc | Arc. |
| Norma | Arc | Arc | Arc | Arc | Arc | Arc | | | | ... |
| Old Hickory | Arc | Arc | Arc | Arc | Arc | Arc | A | Arc | A | Arc. |
| Overland | A | Arc | A | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Packard | A | A | A | A | A | A | A | A | A | A |
| Paterson | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Peerless (8 cyl) | A | A | A | A | A | A | A | A | A | A |
| " All Other Mod | .. | | | . | | Arc | Arc | Arc | Arc | Arc. |
| Phianna | A | A | A | A | A | A | A | A | A | A |
| Pierce-Arrow | A | A | A | A | A | A | A | A | A | A |
| " " (Com) (5 ton) | A | A | A | A | A | A | Arc | Arc | Arc | Arc |
| " " All Other Mod | A | A | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Porter | A | Arc | A | Arc | A | Arc | | | | ... |
| Premier | A | A | A | A | A | A | A | A | A | A |
| Rainier (1½ ton) | Arc | Arc | Arc | Arc | Arc | Arc | .. | . | | ... |
| " (1½ ton) | A | A | | | | | | | | ... |
| " All Other Mod | Arc | Arc | Arc | Arc | A | Arc | A | Arc | A | Arc. |
| Reo | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| ReVere | A | A | A | A | A | A | A | Arc | .. | ... |
| R & V Knight | B | A | B | A | | | | | | ... |
| Saxon | A | Arc | A | Arc | E | E | E | E | E | E |
| Seneca | A | Arc | A | Arc | A | Arc | Arc | Arc | | ... |
| Singer | | | A | A | A | A | | | A | A |
| Stearns-Knight | B | A | B | A | B | A | B | A | A | A |
| Stephens | A | A | A | A | A | A | A | A | Arc | Arc. |
| Studebaker | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Stutz | A | A | A | A | A | A | A | A | A | A |
| Templar | A | A | A | A | A | A | A | A | | ... |
| White (16 valve) | | | | | A | A | A | A | A | A |
| " (3 and 5 ton) | A | A | A | A | A | A | | | | ... |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Willys-Knight | B | A | B | A | B | A | B | A | A | A |
| Willys Six | | | | | Arc | Arc | Arc | Arc | Arc | Arc. |
| Winton | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |

### Prominent Makes of Engines

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Beaver (Mod J JA-JB-JC) | A | A | A | A | A | A | A | A | | ... |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc. |
| Buda (Mod ATU-BTU-CTU-DTU-FTU-FU-HU-HTU-IU-ITU-XU-XTU-YU) | A | A | A | A | A | A | A | A | A | A |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Continental (Model B2) | A | A | A | A | A | A | | | | ... |
| " (Model T) | | | | | A | Arc | A | Arc | A | Arc |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc. |
| Falls | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| G B & S (Model AA) | A | A | A | A | A | A | | | | . |
| " All Other Models | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc | Arc |
| Herschell Spillman (Models JU-S-V & VA) | . | | . | . | A | A | A | A | A | A |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Hinkley | A | A | A | A | A | A | | | | ... |
| Northway (Mod 108) | . | . | | | | | | | Arc | Arc |
| " All Other Models | A | A | A | A | A | A | A | A | A | A |
| Waukesha (Models CU-DU-EU & FU) | A | A | A | A | A | A | | | | |
| " All Other Models | A | Arc | A | Arc | A | Arc | A | Arc | A | Arc |
| Weidely | A | A | A | A | A | A | A | A | A | A |
| Wisconsin (Mod Q & QU) | | | | | A | Arc | A | Arc | A | Arc. |
| " All Other Models | A | A | A | A | A | A | A | A | A | A |

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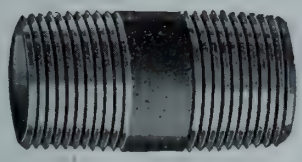
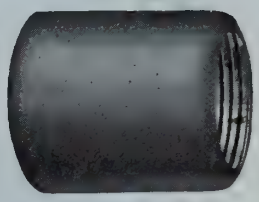
# WROUGHT PIPE

## COUPLINGS and NIPPLES

Each length of our



## M.R.M. PIPE



is tested to withstand a pressure of 700 pounds per square inch

—BLACK or GALVANIZED—

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

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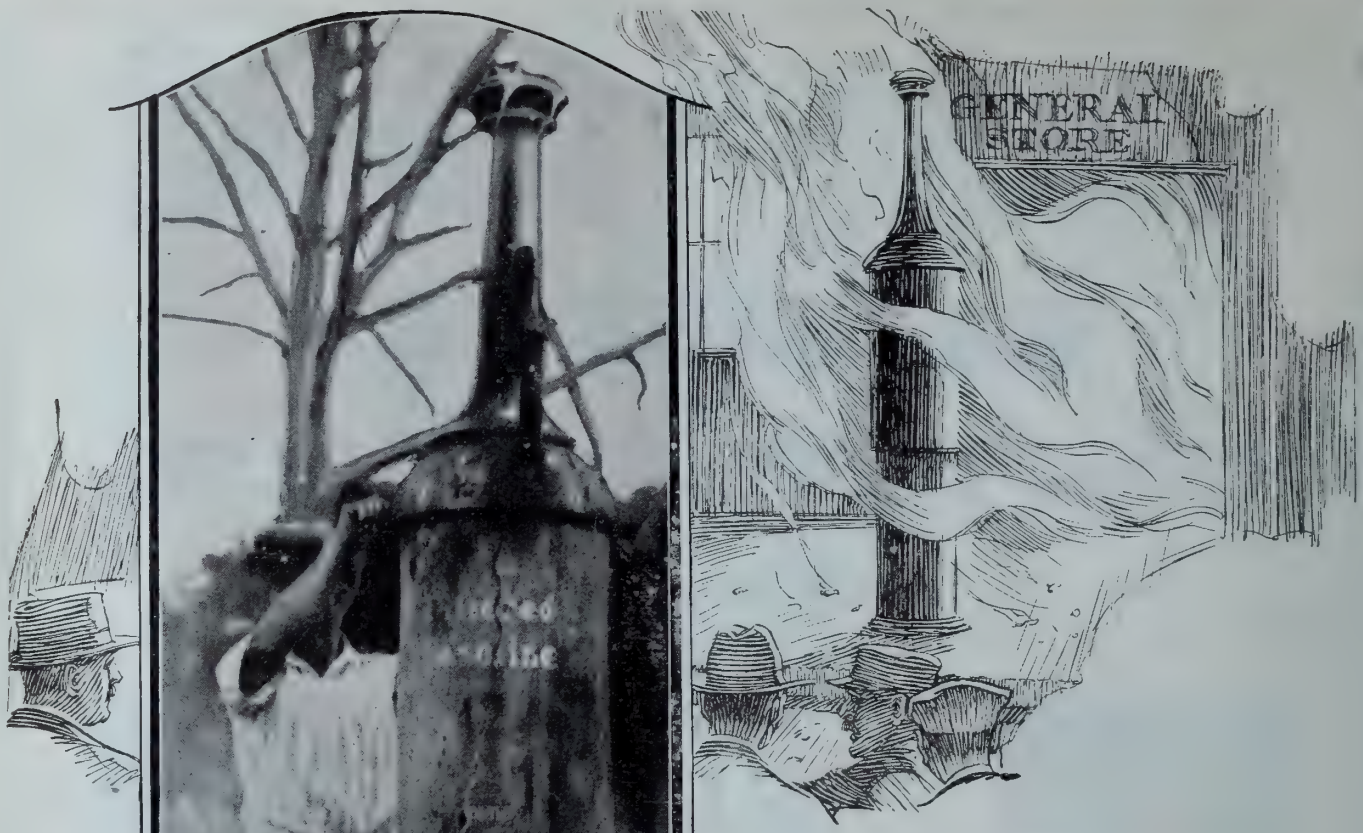

*After the fire—Mr. Mackey standing in front of his Wayne Pump*

# *All That Remained —A Wayne Pump*

AT one o'clock in the morning, July 7th, the general store owned by William Mackey at Echo, Indiana, caught on fire and burned to the ground.

Not a thing was saved except—his Wayne Pump. During the fire the pump was wrapped in flames and the intense heat melted the glass and warped the lock. However, the air-tight underground storage tank kept the gasoline cool and at no time was there danger of explosion. Afterwards the mechanism of the pump was found to be in perfect condition.

Wayne Honest Measure Gasoline Pumps *are* fireproof. But that is only one of the many features.

The others are:

Overhead drain which automatically gives the motorist all the gasoline in the hose.

Wayne Dial which registers each gallon *after* delivery—not before.

Million-gallon gear-driven meter which accurately records all gasoline dispensed.

Graduated scale which shows fractional parts of a gallon.

Positive filter and four screens which assure pure gasoline.

Piston-pump measure which assures accuracy.

You will find Bulletin 276HM interesting. It is *free.*

**CANADIAN TANK & PUMP COMPANY, 121 Adelaide St., Toronto, Ontario, Canada**

**Wayne**
TRADE MARK

## OIL CONSERVATION SYSTEMS

| | | | | |
|---|---|---|---|---|
| **Gasoline and Oil Storage Systems** | **Heavy Metal Storage Tanks** | **Oil Filtration Systems** | **Oil Burning Systems** | **Furnaces for Metal Melting Forging and Heat Treating** |

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# CANADA FOUNDRIES & FORGINGS LIMITED

QUICK SHIP NUMBER TWO

## Anti-Freezing Well Pump

### Lift or Force

Full Galvanized Pipe 1½
3½ x 10 Iron Cylinder

***An Interesting Price***

Shipment according to Name

## JAMES SMART PLANT

BROCKVILLE, CANADA

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*Copyright Life Pub. Co. Reprinted by permission*

"WHAT DOES IT SAY, DEAR?"
"IT TELLS US TO DRINK SOME DARN FOOL GRAPE JUICE."
—Life

Why he bought an

# EVEREADY SPOTLIGHT

The new type flashlight with the 300-foot range

## "The fastest selling flashlight ever put in the dealer's hands!"

That's what dealers say of this new Eveready Spotlight as they come along with their repeat orders.

And it's not only smashing all flashlight sales records, but *making the entire line move faster!*

Get in on this—get an order for spotlights and batteries off to your jobber today—then write or wire us direct for the complete Spotlight Dealer Campaign and complete window display (no charge).

**CANADIAN NATIONAL CARBON COMPANY, Limited**
**Toronto and Winnipeg**

Canadian National Carbon Company, Limited:
We will place an order immediately with our Eveready distributor for a stock of the new spotlights and batteries. Please ship at once the complete new window display and merchandizing campaign.

Firm Name.....
Address.....
City and Province.....
Distributor's Name.....

3222143E

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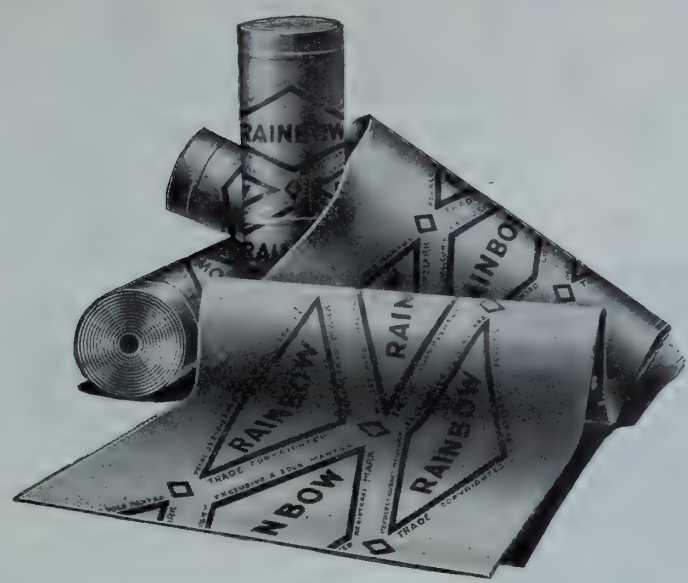


# There's profit in RAINBOW

For any hardware business, genuine Rainbow Sheet Packing represents a splendid source of profitable business because all steam engineers appreciate its worth. They know the better service it gives in keeping joints tight and in eliminating frequent shutdowns to re-gasket steam lines.

You do well to let every steam plant in your district—large or small — know that you sell genuine Rainbow Sheet Packing, and that you can supply their needs without loss of time.

But be sure you see the Diamond Rainbow Trade Mark on every yard. Your customers have learned to look for it. Genuine Rainbow is made in Canada. Get in touch with your jobber or write direct for interesting proposition to hardware dealers.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM AND ASSOCIATED COMPANIES

## Dominion Rubber System

**Head Office - Montreal**

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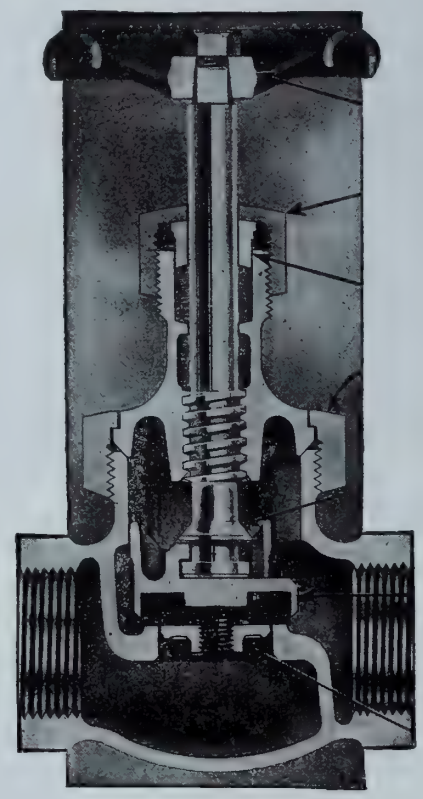
# SEVEN FEATURES OF THE CRANE NUMBER 7

**for use in plants where continuous service is required and where discs must be changed quickly without injury to the valve.**



1—Easily removable malleable iron, non-heat wheel

2—Malleable iron nut

3—Brass gland

4—Malleable iron nut

5—May be packed under pressure when valve is wide open

6—Removable disc holder for quick change

7—Removable nut for changing disc

Made in sizes ¼-to 2-inch; for 150 pounds steam working pressure; discs for steam, air and water supplied as ordered. Body, Bonnet, Stem, Disc Holder, Gland, made of Brass.

*Fully described in Circular No. 1 which will be sent upon request.*

***Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.***

**CRANE**
**LIMITED**
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

**CRANE-BENNETT**
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM.

8

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# GOLIATH SPARK PLUGS

Over the hills on high, moving smoothly through the sandy stretches, or doing the snail's pace in the traffic jam — Goliath Spark Plugs carry you through, turning gas vapour into a living, moving power.

The Goliath is a massive, strongly built plug. It is a fit match for hard usage and strenuous service in automobile or truck.

*You can sell Goliath Spark Plugs to your most fastidious customers, and rest assured that, at all times they will do you credit.*

## Canadian General Electric Co., Limited

**HEAD OFFICE TORONTO**

**Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.**

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## *Schools! Colleges! Y.M.C.A.'s!*

**DENNISTEEL**
*Made in Canada*

## *Individual Steel Lockers*

are made specially for the use of these institutions.

Because of the space they save, and the necessary safety they provide for the personal belongings of those who attend these places, Dennisteel Lockers have become standard equipment.

We specialize in Locker-Building.

**"All Dennisteel Products Are Fireproof."**

**We also make**

Steel Cabinets, Steel Shelving, Steel Bins, Steel Chairs & Stools, Steel Lavatory Compartments. Bank Cages, Railings, etc. Ornamental Iron & Bronze, Commercial Wirework of all kinds, General Builders' Ironwork, Boca Solid Steel Sash,

**Halifax**
**Montreal**
**Ottawa**
**Toronto**
**Hamilton**

**THE DENNIS WIRE AND IRON WORKS CO. LIMITED**
**LONDON**
CANADA

**Windsor**
**Winnipeg**
**Calgary**
**Vancouver**

IM

# Pipe Fittings

Our Malleable Fittings are made from Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads.

Also we carry in stock a complete line of malleable silo lugs, washers, clevises, whiffletree hooks, and link chain, and solicit your enquiries for the general run of malleable castings from customers' patterns.

**Our Motto—Quality, Service** and reasonable prices.

## International Malleable Iron Co., Limited

**Guelph, Ontario, Canada**


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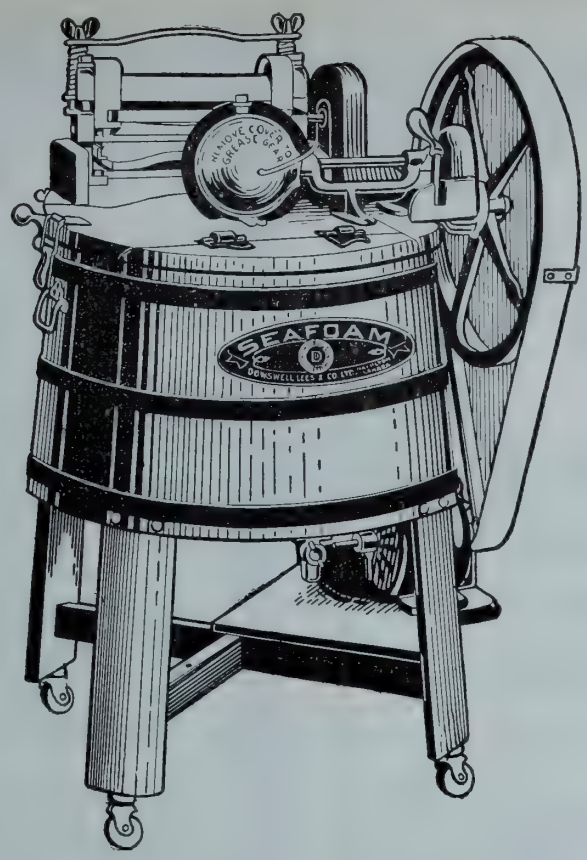



# SEAFOAM ELECTRIC

## WASHING AND WRINGING MACHINE

Unsurpassed washing principle—wooden dolley moving half way around and back forces the hot suds through the clothes and thoroughly washes them in a few minutes.

Cypress tub — nothing to corrode or tear clothes—keeps water hot.

Reversible wringer with highest grade rolls—will start, stop or reverse instantly. Controlled by lever conveniently placed at side of tub.

Safe to operate—as being belt driven the motor is protected against overloading. All gears and fly wheel being covered the danger of accidents is removed. Safe for children to be around.

Simple in construction—does not easily get out of order.

Attractively and durably finished. Shipped complete ready to operate on ordinary house lighting service.

**ALSO SUPPLIED FOR GASOLINE ENGINE POWER**

# Dowswell, Lees & Co., Limited

## HAMILTON - CANADA

**Eastern Representative:**
JOHN R. ANDERSON
Montreal, Que.

**Western Representatives:**
HARRY F. MOULDEN & SON
Winnipeg, Man.

*If interested tear out this page and place with letters to be answered.*

Why allow time and effort to be wasted with a file that has lost its keen-cutting qualities?

A new file costs a trifle — much less than the labor time wasted with an over-used file.

Keep a supply of fresh, keen-cutting files on hand.

For maximum efficiency, specify one of these famous brands, the standard for over fifty years:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by:

Nicholson File Company

Port Hope - Ontario



# "They Accepted the Dealers' Viewpoint"

A hardware dealer of national prominence was recently asked to give his view of the underlying reasons for The L. S. Starrett Company's success.

"Well," said he, "In my opinion the most important element in making possible The L. S. Starrett Company's present position in the trade is the fact that Starrett was not satisfied to rest on an established reputation for making good tools.

"Making good tools, was of course, a fundamental requisite to success. Starrett Tools have always been, and are today, good tools. Today the Starrett name on any tool is recognized by tool users as a dependable guarantee of tool quality and accuracy.

"But, as I have said, the Starrett people did not attempt to trade solely on their prestige with the consumer. They have consistently shown a whole-hearted readiness to co-operate with the dealer. On every question of policy they have sought the dealers' viewpoint, and have given it fair consideration. They established trade practices that protected the dealers' interests. They earned their support and friendship by square dealing.

"The success of The L. S. Starrett Company is the logical outcome of its policies—sincerely adopted and honestly followed."

"The Starrett policy is to protect the dealer—consult his interests—seek his co-operation. The principles of fairness and of teamwork with the hardware dealer, which more than any other force have been responsible for the success of this Company in the past, will continue to shape its policies in the future.

## The L. S. Starrett Company

The World's Greatest Tool Makers.
Manufacturers of Hack Saws Unexcelled.

ATHOL, MASS.

*If interested tear out this page and place with letters to be answered.*

No. 7908

# *TWO HOUSEHOLD FAVORITES*

of exceptional quality and finish, that have proven their worth.
No cutlery stock is complete without these two numbers.

**This Trade Mark**

THE CLYDE CUTLERY CO.
Clyde
1850
CLYDE, OHIO, U.S.A.

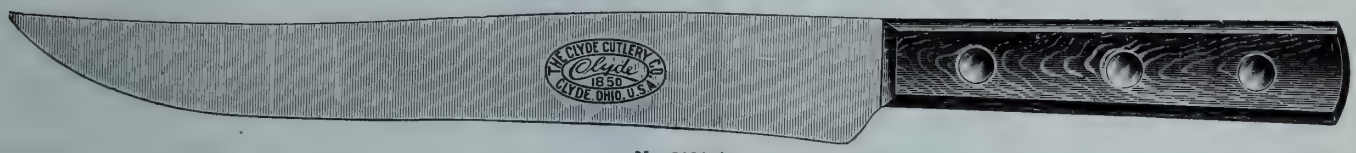
**Is Your Guarantee**

*The CLYDE CUTLERY CO.* make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

CANADIAN SALES OFFICE:

***ADCOCK & BREWER, LIMITED***

***Montreal, Que.***




No. 2138½

# Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

**James Morrison Brass Mfg. Company**
**LIMITED**

**93-97 Adelaide Street West TORONTO, ONT.**

# Price vs. Service

Just "because they're cheap" is no reason why you should buy cast Clamps and Lathe Dogs.

They're dear at any price if not dependable and no *cast* product can be dependable for such service.

Williams' lines of drop-forged tools will never fail you and will last a lifetime. They're all guaranteed.

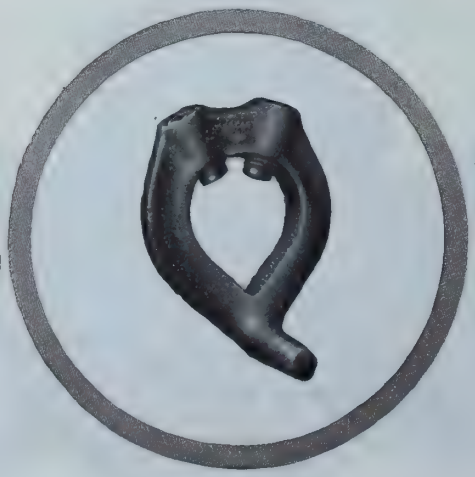
CLAMPS—11 patterns, in a wide range of sizes for every purpose.

SAFETY LATHE DOGS. Straight or Bent Tail, 1 or 2 Screws, 16 sizes.

**Machinists' Tools Book on request**

**J. H. WILLIAMS & CO., Limited**
*"The Drop-Forging People"*

**30 Thorold Road St. Catharines, Ont.**



## —all you need is this solder and heat"

That's what you tell your customer. Think what it means in getting and holding solder business. Fluxing—the hard part of soldering, the part that requires most expertness, the part that takes most of your time and requires most explanation when you sell solder to the layman—that part is eliminated by

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

The acid flux, scientifically prepared at the factory, is in the hollow core of this wire solder. Just before the solder is melted the flux is released and a perfect bond is the certain result.

Send for a sample—use it yourself. When you see how much easier it is to do better work with this self-fluxing, genuine tin-and-lead solder, you'll know why it is in such great demand. It stocks two items is one; flux and solder. So it's as easy to *handle* and *sell*, as to use.

*Sold in one-pound cartons, and on one, five and ten pound spools.*

CHICAGO SOLDER COMPANY
4225 Wrightwood Avenue Chicago
*Direct Factory Representatives:*
The Faucette-Huston Co., Chattanooga, Tenn.
Louis J. Ziesel Co., 216 Market St., San Francisco

*Have you tried it?*

## *Free Try-out Coupon*

CHICAGO SOLDER COMPANY H&M 9-3-21
4225 Wrightwood Avenue, Chicago, Illinois

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

*Name*.....

*Company*.....

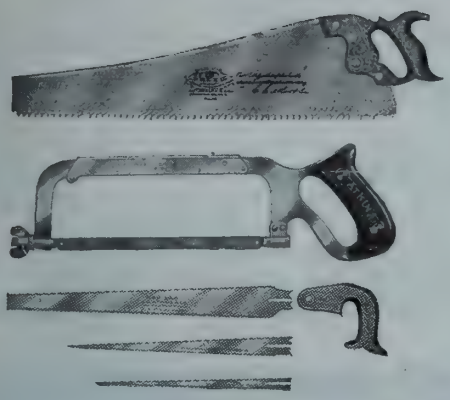
*Address*.....

*City*.....*State*.....

*Our Supply House is*.....

*If interested tear out this page and place with letters to be answered.*

# ATKINS STERLING QUALITY SAWS



By handling exclusively Atkins Sterling Quality Saws and Tools, you can increase profits in your saw and tool department.

Atkins Sterling Quality steel, Atkins expert workmanship, Atkins improved methods and Atkins exclusive features make Atkins Sterling Quality Saws and Tools.

***"The Finest on Earth"***

**Made in Canada**

## E. C. ATKINS & CO.

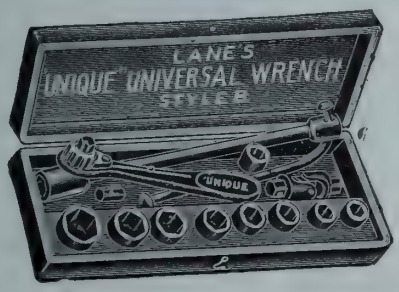
*Established 1857*

**"The STERLING QUALITY Saw People"**

**Factory—Hamilton, Ont.** **Branch—Vancouver, B.C.**

# LANE'S UNIQUE TOOLS

## Unique Universal Socket Wrench Set




**Style "B" Set**

Lane's Style "B" Unique Universal Socket Wrench is the equivalent of eight Tee handle, eight Flexible, and eight off-set Ratchet Wrenches—a total of twenty-four wrenches. Each set consists of an eleven-inch, Sliding, T-Handle, Socket Wrench—a 7 inch, Unique Reversible Ratchet Wrench—Universal Joint, Adapter Pin, and eight Unique broached steel sockets with hexagon openings from 7-16" to ⅞".

Lane's new Wrench Sets sell as well for the hardware merchant as have the pioneer Unique Ratchet Wrench Set Line. Mechanics fully appreciate the utility of this versatile wrench, and buy them readily. Lane's new Unique Universal Socket Wrench is built throughout of cold rolled steel. The Joint is machine made and hardened. It will operate at any angle up to 45 degrees. The sliding handle permits using the wrench in close quarters.

***Manufactured by***

## Will B. Lane Unique Tool Co.,

**170 West Randolph St., Chicago, Illinois**

# THE GENDRON MANUFACTURING CO. LIMITED

Makers of

**Children's Vehicles**

**"Beaver" Coaster Wagons**

HAVE YOU OUR CATALOGUE GRADE "D"?

THE GENDRON MANUFACTURING CO. LIMITED

# JOHNSON

## Brass Well Screens

Fig. 1

Fig. 2

Effectively prevent the trouble your customers have with sand-clogged wells.

Johnson Brass Well Screens are skillfully designed to best keep out sand and afford maximum well capacity.

Very hard brass is used, which prevents sand-cutting; a continuous slot gives a very large inlet area; the undercut lip best keeps out sand without itself clogging; a correct inlet width keeps out sand efficiently yet affords maximum well capacity. Send for booklet.

Manufactured by

**Edward E. Johnson, Inc.**

2304 Long Ave. St. Paul, Minn.

# TRADE MARK Red Devil Tools

*Get your share of the business on*

## *"RED DEVIL" Star Hand Drills*

A high quality staple tool with an all year 'round popular demand.
Hand forged from 90 point carbon tool steel — shaped, hardened and tempered with great care. Primarily designed for hard service. Nothing better for drilling concrete, rock or bricks. A handy drill for drilling boulders for blasting.
Each "Red Devil" Star Hand Drill sells on its own merit. Sell them by the dozen lot.
Made in the following lengths and sizes of cutting edges: 8" length, ¼" to 1" cutting edges; 12", 18", and 24" lengths, made with cutting edges ranging from ¼" to 2½".
Write for your copy of the "Red Devil" Tool catalog and price list.

**Smith & Hemenway Co., Inc.**

89 Coit Street, Irvington, N. J.

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?

USE **MENDETS**

A PATENT PATCH

## Keep Mendets Before Your Customers

They sell while your back is turned. These handy, quick little menders put the favorite pot, pan or tea-kettle in commission again. Almost everybody has leaky utensils they would like to salvage. To suggest this thought makes sales. A display box of Mendets on your counter is a good way to suggest it.

Your Jobber has them—Order today!

**Collette Mfg. Company, Collingwood, Ont.**

*If interested tear out this page and place with letters to be answered.*

TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

*Ask for Literature*

**Alex. McArthur & Co., Ltd.**

*Established 1879*

82 McGill Street Montreal, Canada

## Harris Heavy Pressure BABBITT METAL

ABSOLUTELY

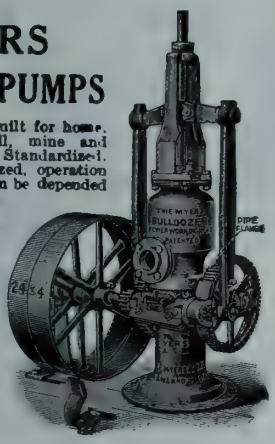
BEST FOR ALL MACHINERY BEARINGS

Hundreds of tons in use.

**THE CANADA METAL CO, Limited**

WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

## MYERS POWER PUMPS



Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

**F.E. Myers & Bro.**
ASHLAND OHIO

## Ask The Man Who Uses

our goods, why he always prefers

## London Bar Iron

and he will tell you that it is built with

QUALITY RIGHT THROUGH

## FOR QUALITY

is the chief aim of each department through which it goes

**Ask for it by name from the wholesaler**

## London Rolling Mills Co.

LIMITED

LONDON, CANADA

**NOVA SCOTIA STEEL & COAL CO., Limited**

NEW GLASGOW, N.S.

*Manufacturers of*

**FERRONA PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

## The "NATIONAL" Line OF GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

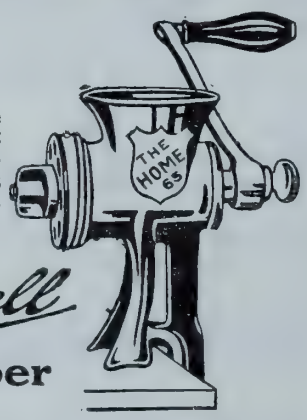
We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

**THE NATIONAL FARMING MACHINERY Limited**
**Montmagny, Quebec**

## The Cash Register Tinkles—



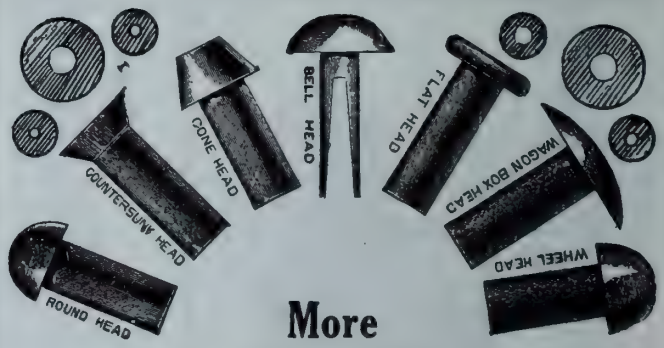

Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a

*Maxwell*
**Food Chopper**

There is the generous sales profit on an article in constant demand—**plus** customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

**MAXWELLS LIMITED**
ST. MARYS, ONTARIO




## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, Etc.**

**The Parmenter & Bulloch Co., Ltd.**
GANANOQUE, ONTARIO

**John R. Anderson, 36 Dixier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.**


*If interested tear out this page and place with letters to be answered.*

# *Mr. Hardware Dealer-Stock Your*

# BANNER ASH SIFTERS NOW

Remember last year many had to wait when the season was on. Ask your wholesale house for circular. Price and order now.

THE BURROWES MFG. CO.
TORONTO

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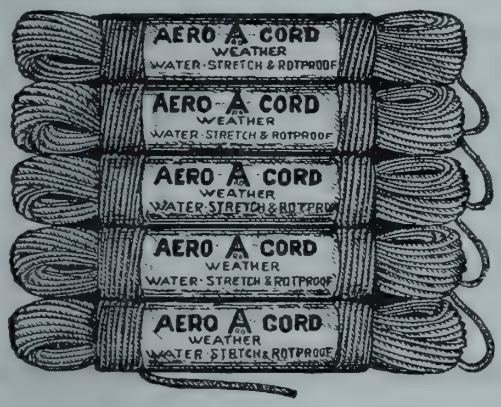


Your trade is entitled to the best article procurable for a given purpose, price being equal

## AERO SASH CORD

WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by
THE AERO MFG CO., LIMITED
LENNOXVILLE - - QUEBEC

*Western Agents:* The H. L. Perry Co., Limited, Winnipeg, Man.

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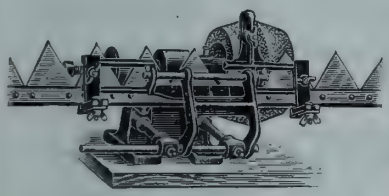
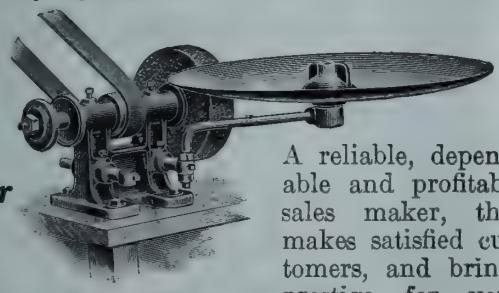


# Bull-Dog Power Grinder

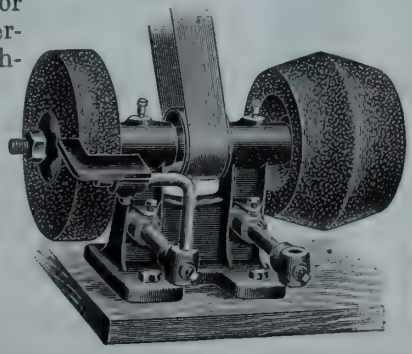
*Farm Equipment—A line that sells*



*Ask Your Jobber*

A reliable, dependable and profitable sales maker, that makes satisfied customers, and brings prestige for your store.

Every farm is a prospect for one or more of these service-giving machines.



**Western Hardware Mfg. Co.**

Milwaukee, Wisconsin

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## Who Gets His Trade?

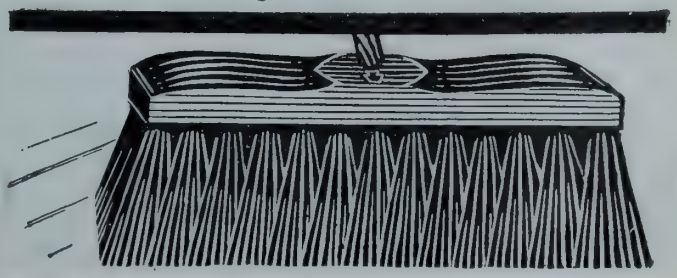
When the farmer buys a Stable Brush or Horse Brush, he expects to get one which will give him service. The dealer who sells the farmer Keystone Brushes gets his regular custom. Keystone Bass Stable Brushes are recognized everywhere in Canada, as without an equal. They represent value for every cent paid for them.

## Keystone Bass Stable Brushes

are made of the best quality of strong, tough Bass, fastened into blocks with a long steel wire staple, guaranteed not to come loose. (We were originators of the Steel wire fastener.) Handles are of the highest grade hard maple. Sizes from 12 inches to 18 inches.

Write us to-day for particulars and prices.

STEVENS-HEPNER COMPANY, LIMITED
Port Elgin - Ontario



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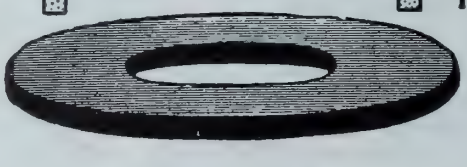
Wrought and Steel Plate

# WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. Co.**

**Milwaukee, Wis.**

# Bale Ties

NAILS WIRE

## Laidlaw

**In World-Wide Use**

SINGLE LOOP

CROSS HEAD

**The Laidlaw Bale-Tie Co.**

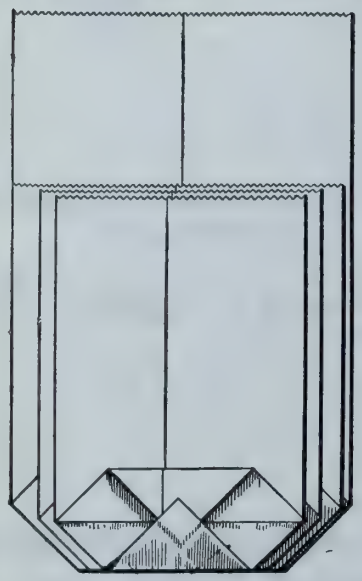
**Limited**

**Hamilton - - Canada**

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

# Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

*Request samples and prices. You will be more than satisfied.*

**The Continental Paper Products, Ltd.**

**OTTAWA - CANADA**

# Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

**"We Ship While Others Are Thinking About It."**

**Wheeler & Bain**

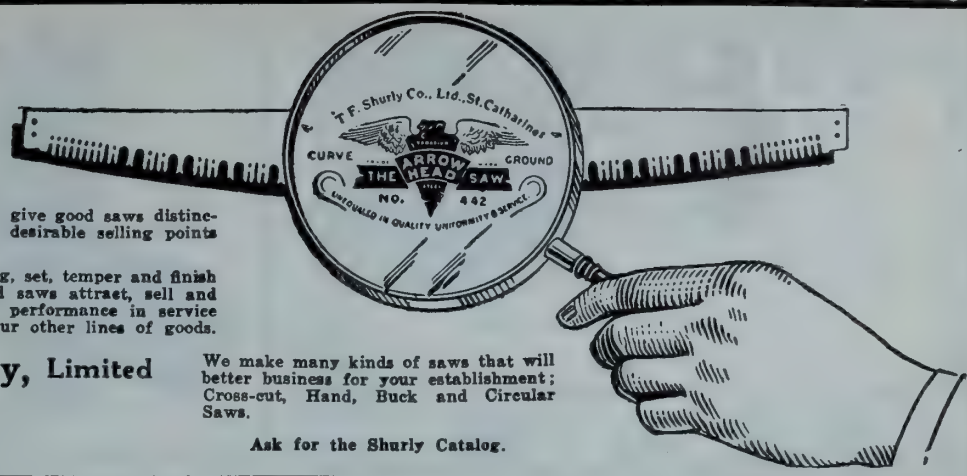
**Toronto, Canada**

## Arrowhead Saws

*Vanadium Steel*

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.




**T. F. Shurly Company, Limited**
**St. Catharines**
**Ontario**

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

**Ask for the Shurly Catalog.**

---

## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

---

# UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

---

## PINK'S LUMBERING TOOLS

**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

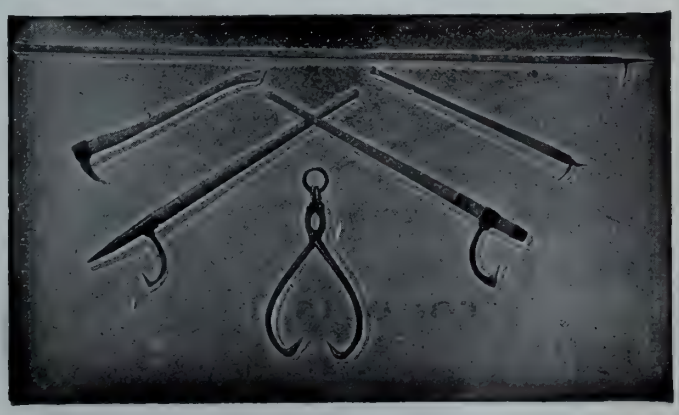
**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87.**

**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

**THOS. PINK COMPANY, LIMITED**
**Manufacturers of Lumber Tools**
**Pembroke Ontario**



# HOYT METALS

**It Pays to Stock Hoyt Metals**

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

**HOYT METAL COMPANY**

MONTREAL TORONTO WINNIPEG

# O-Rib-O

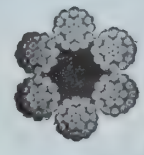
**Square Coal Chute**

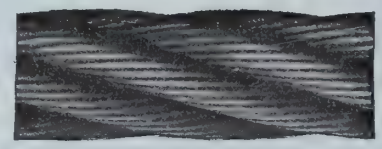
The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

**O-Rib-O Manufacturing Co.**
**Winnipeg, Manitoba**

# WIRE ROPE AND FITTINGS





**OF ALL CONSTRUCTIONS**

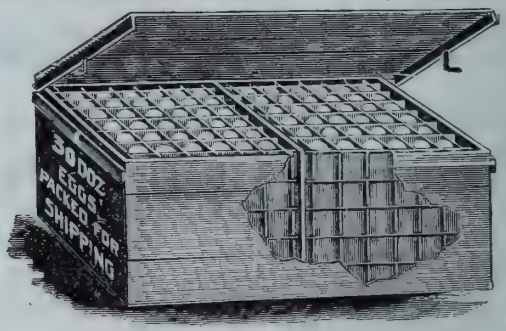
The demand is steady. Are you getting your share of this business? We co-operate with you.

***Have you a copy of our Catalogue?***

**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

**CANADA WIRE & IRON GOODS CO.**
**HAMILTON**

# THE MILLER BROS. CO., LIMITED




**Manufacturers of**
**White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.**
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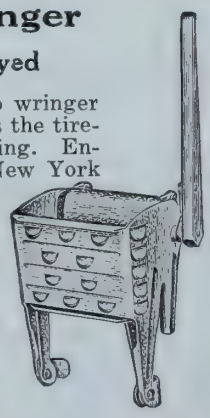
# The White Mop Wringer

**Sells Itself Wherever Displayed**

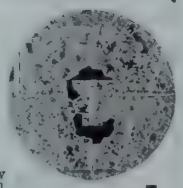
A practical, durable, powerful mop wringer that squeezes the mop dry. Eliminates the tiresome and disagreeable part of mopping. Endorsed by Good Housekeeping and New York Tribune Institutes. A welcome help to every housewife and janitor. Thousands in use; lasts for many years. Your jobber's salesman will take your order. Write for circular illustrating full line.



**White Mop Wringer Co.**
**of Canada**

# "CROWN" METAL SHINGLES

**Securely Locked On All Four Sides**



"Crown" Lock-All Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self compensating in heat and cold. These reliable metal shingles are absolutely water and fire-proof, free from solder, exposed nails, or anything that permits deterioration through the action of natural elements.

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**McFarlane-Douglas Co., Limited**
**Ottawa, Canada.**

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# Stove

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**Price List on Application.**

Mica Electrical Insulation of Every Kind.

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# Mica


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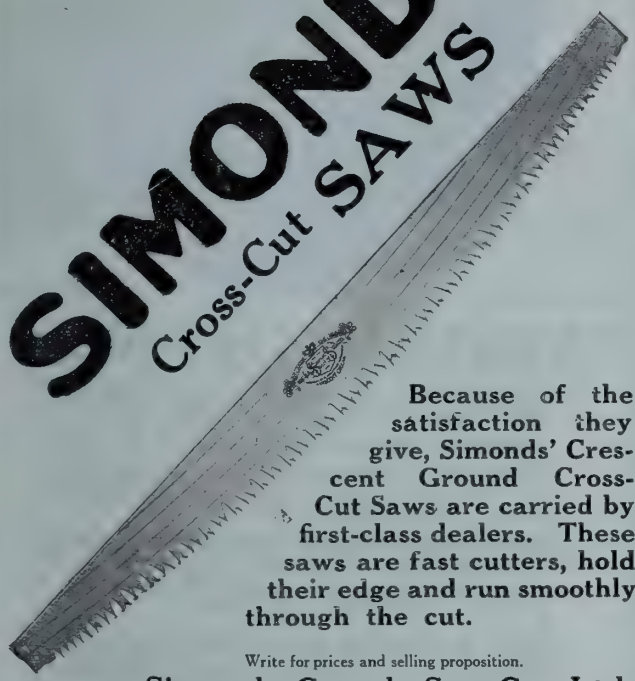
# SIMONDS
## Cross-Cut SAWS



**Because of the satisfaction they give, Simonds' Crescent Ground Cross-Cut Saws are carried by first-class dealers. These saws are fast cutters, hold their edge and run smoothly through the cut.**

Write for prices and selling proposition.

**Simonds Canada Saw Co., Ltd.**

**St. John, N. B. Montreal, Que. Vancouver, B. C.**

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## SANITARY CLOSETS will find a ready sale

Our No. 1 Tweed Sanitary Closet with mahogany finished seat and lid with nickel-plated hinges. Every Tweed is built on similar lines and guaranteed to give satisfactory service.

**These Tweed Sanitary Closets will find ready customers among farmers, suburban dwellers, or any class of people who live in a locality without city conveniences and it is among these people that you can do a profitable business.**

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**Let us tell you more about the Tweed as a selling proposition. Write us for price lists and literature describing Tweed Sanitary Closets, Tweed Baths and other home conveniences manufactured by us.**

**The Steel Trough & Machine Co.**
**LIMITED**
**TWEED -:- ONTARIO**

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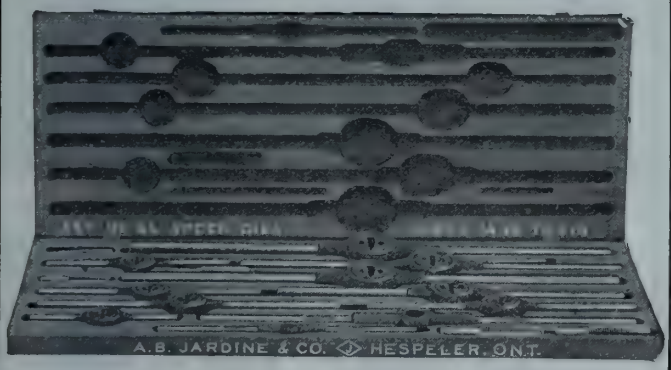
## Taps & Dies
## Full Stocked




**Each Die is in a separate stock and the stocks of length proportionate to the size of die. The necessary tap wrenches go with each set. Always ready; no changing dies in stock. Every die in the set can be in use at one time if required. The dies have clearance on the face, as well as the underside. There is no plate or other projection on the face of the die to prevent it cutting right up to a shoulder if required.**

**Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machinery.**

**A. B. Jardine & Co.**
**LIMITED**
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**LIMITED**
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**Ottawa, Canada**

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**Manufacturers** NEWMARKET, ONTARIO



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**WINDSOR**


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Many exclusive patented features and strong selling points explained in catalog.

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PASTE CORE
WIRE SOLDER
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**Stratford, Ontario**

**THE PROGRESSIVE MANUFACTURING CO.**
**Torrington, Conn., U.S.A.**

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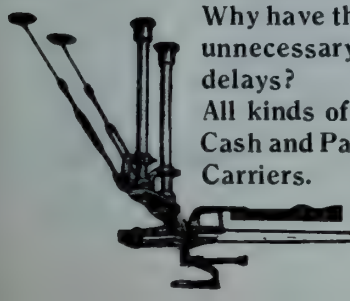

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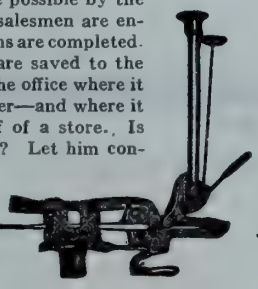
Customers appreciate the feature made possible by the use of our Cash Carriers, viz.—that the salesmen are enabled to remain with them until transactions are completed. Time is saved to them, time and labor are saved to the salesmen, and the money is deposited in the office where it is in the custody of one person—the cashier—and where it is not exposed to the entire selling staff of a store. Is there any profit in this for the merchant? Let him consider it.



**Gipe-Hazard Store Service Co. Ltd.**
113 Sumach St.
TORONTO, ONT.

# *Are You Prepared for the Fall Trade?*

# LIQUID VENEER MOP POLISH

## *Goes Twice as Far*

This wonderful new addition to the Liquid Veneer family is going bigger every day. Are you getting your share of the handsome profit? Now is the time to stock up for the fall trade.

Liquid Veneer Mop Polish has met with the instant approval of every housewife who has used it. Once they have tried it nothing else will do. Our advertisements this fall will contain an offer of a free sample bottle. It is up to you to take advantage of the increased sales that are bound to result.

Liquid Veneer Mop Polish will renew any dusting mop as it has never been done before. It will transform dirty, dull scratched floors to their original finish and luster.

You can offer your customers this wonderful polish with our strong money back guarantee. They must be satisfied in every way or you are authorized to refund their money.

We, in turn, will reimburse you for any so returned.

Ask your jobber or write us for full particulars about the Liquid Veneer Products. There is money in them for you.

*Liquid Veneer Products are made in Canada.*

***BUFFALO SPECIALTY CO.***

***Bridgeburg, Ontario.***

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*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII SEPTEMBER 3, 1921 No. 36

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**Galvanized after weaving**

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**FULL POLISHED**

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**560 St. Paul St. West.**
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# Corrugated Garbage Cans

**Galvanized**

A Davidson Garbage Can does not rust because it is heavily galvanized after the body is made up. Iron rings japanned in colors at top and bottom counteract the very roughest usage—seamless overlapping cover. The corrugations around the body give extra strength.

Several other styles of galvanized cans—write for particulars

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**Toronto and Winnipeg**

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# DAVIDSON

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. SEPTEMBER 3, 1921 No. 36

# Controversy About Gasoline Prices

## Various Canadian Organizations of Automobile Owners Complain of Discrepancy Between Gasoline Prices in Various Parts of Canada and as Compared with United States Prices—Investigation Reveals Reasons for This Condition

SOME discussion has been aroused throughout Canada regarding the prices of gasoline in various parts of this country and as compared with prevailing prices in some of the large border cities of the United States. One association of Canadian automobile owners contends that there is little reason for the large variation in prices charged for gasoline in various parts of Canada and for the spread between Canadian and U. S. prices, taking into consideration the differences involved. The Association asks why on August 11 the price of gasoline should be 21 cents a gallon in Cleveland, while the same quality gasoline was selling in Canadian cities at 37 cents per gallon. It was stated that 20 to 21 cents a gallon has been a favorite price in many Eastern U. S. cities while it has sold as low as 17 cents a gallon recently in Western U. S. cities.

The hardware trade has taken a close interest in this discussion and in order to give some light on the subject from the standpoint of the oil companies, Hardware and Metal has investigated the subject.

### Conditions Differ in Canada

"So many factors which are not included in the cost of gasoline in the United States, enter into the cost of the same commodity in Canada, that to those who do not give the question practical consideration a disparity in the respective prices will always appear to exist" said George W. Mayer, Vice-President-Imperial Oil Co., Toronto in discussing the subject with Hardware and Metal.

"At different times in the past some domestic consumers of gasoline and other petroleum products have put this seeming disparity to a practical test by buying gasoline in large lots in the American markets and importing their purchases in tank cars. They have almost invariably discovered that after meeting the various additional charges and losses incidental to the import and transportation of the product the price in Canada was on a parity, if not actually below that of the United States.

"Canada consumes in less than a week more petroleum than she produces in a year. As we are dependent upon foreign countries, among them the United States, Mexico and the South American republics for our supply, the question of price is influenced not only by the ordinary charges of duty and transportation but by many other incidental contributions to the ultimate cost. The chief of these of course, is the difference in the unit of measurement—the Imperial gallon as against the wine gallon. Almost equally important are the losses through exchange paid not only on the product but upon the freight charges outside Canada, the freight itself, the duty, the import tax, etc.

"To support the argument that the Canadian price of gasoline is out of line with the price in the United States the Canadian price is generally compared with prices existing at points in the United States which do not represent the general price situation in that country. One of these points is Detroit, in which a demoralized condition has existed in the gasoline trade for some years. The Canadian price, however, compares favorably even with the quotations at present ruling in that city.

"On August 15 the tank wagon price of gasoline, that is, the price of the product delivered, to any buyer of fifty gallons or more, was 31 cents per gallon in Toronto and 32 cents per gallon in Montreal. These prices reflect a decline of eleven cents since the beginning of the year. Examination of prices in Cleveland and Detroit reveals a decline in the same period of ten cents in the first named city and of a fraction less than eleven cents in Detroit.

### Comparison of Prices

"In the attached table is shown the tank waggon prices in effect today for a wine gallon of gasoline in various United States cities. The second column shows the application of these same prices to the Imperial gallon, with the incidental charges of import, distribution and sale in Canada added. It will be seen that the Canadian price compares very favorably with the price in the United States, and this in spite of the fact that in making this comparison no consideration has been given to the extra cost of freight to Canada, nor to the fact that the quality of the average Canadian gasoline is admittedly and distinctly higher than that of the average grade in the United States.

"The Canadian centres of consumption of gasoline are so much further away from the producing fields that the average additional cost of freight to the Canadian consumer is 1½ cents to 2 cents per gallon. Out of every $100 which Canadian oil companies receive in payment for sales of gasoline they pay out $10.50 for freight. Added to this are all of the other incidental charges of exchange, duty, import tax, and the bigger gallon mentioned above.

The comparisons follow:

| | Existing price for wine gallon. Tank waggons. | Same price applied to Imperial gallon with other charges added. |
|---|---|---|
| | cts. | cts. |
| Detroit . . . . . | 17.90 | 27.12 |
| Cleveland . . . . | 20.00 | 30.10 |
| Buffalo . . . . . | 23.00 | 34.25 |
| Springfield, Mass. . . . | 25.00 | 37.00 |
| Milwaukee, Wis. | 19.30 | 29.14 |
| Pittsburgh, Pa. | 21.00 | 31.48 |
| Philadelphia . . | 21.00 | 31.48 |
| Atlantic City . | 22.00 | 32.86 |
| New York City | 24.00 | 35.61 |

Canadian price comparable to Col. 2—Toronto, 31 cts; Montreal, 32 cts.

"The difference between the tank waggon price and the service station and garage prices is in Canada much greater than in the United States. This spread is for the benefit of the retailer of gasoline. He pays for the product thirty-one cents in Toronto and thirty-two cents in Montreal, which is the price delivered, to any buyer of fifty gallons.

"One of the peculiarities of the gasoline business in Canada is that while there has been some comment on the price of the grade of gasoline which is almost universally used throughout the country, and which is admittedly the most economical motor fuel, a wide market exists in Montreal and other cities for fancy-brand high-test blended gas-

(Continued on page 54.)

# Conducting "A Business Enterprise"

## Outline of Some Simple Records Which Gave Merchant Information Vital to the Successful Conduct of Retail Business—Growing Disfavor for Merchant Who Neglects Business Records—Hints from National Association of Credit Men

(Continued from August 20 issue of Hardware and Metal

IN the Expense Section accounts or ledger sheets are opened for items of expense suitable to the business in which the merchant is engaged. These expenses are generally outlined herein (Account 30 and upward). At the time when bills are entered for expenses incurred or bills are paid, they are marked for posting under and one of these accounts, as will be referred to under another paragraph.

The expenses, when deducted from income at any time, give the net profit for the period; and when books are closed for the period, this net profit is transferred to "Capital," Account No. 15.

### Journal Section

In this section on one sheet, for instance, there will be entered bills received for goods purchased, after they have been corrected as to price and quantity.

The name of each concern, date of bill, amount thereof, is entered. Each such creditor's bill is entered from this Journal sheet to his account in the liabilities section of the Record Book on the right or credit side. The total of all the merchandise bought is charged or entered monthly, on the left-hand side or debit side of merchandise account No. 2.

### The Check Book.

We will explain briefly the use of the check book, with which all men in business are familiar. This book may be as simple or as elaborate as your business will justify.

We will assume that the merchant has a check book.

It is extremely important that every dollar actually received from any source whatever be deposited in the bank to the credit of the business and that the deposits be made daily, writing the name of the maker of the check, the amount, and bill or item being paid on the back of the stub.

Another principle, quite as important is, that all items, no matter how small, be paid by check, and all information about the check issued should be recorded on the stub.

If the merchant follows the method described in the two preceding paragraphs, his bank really helps to prove his account in so far as his cash is concerned. Have your bank book balanced monthly.

Cash received from customers must not be used for expenses. It should be deposited. When cash is needed for petty expenses, such as postage, carfare, etc., the exact amount needed should be drawn from the bank by check

From the back of the stub of the check book—the deposit side—items received are credited to the right side or credit side in the account book.

If a customer pays his bill, the amount is to be credited to that customer under the asset section.

If money be borrowed from the bank, the amount must be credited to liabilities under, "Borrowed from Banks."

On the other side of the check book, all payments that are made must be posted on the left-hand side, or debit side, of the ledger, under proper heading or account.

If a bill is paid for merchandise purchased, it must be charged to that creditor, and not to merchandise, because it has previously been charged to merchandise in the journal.

At the end of any desired time, when a balance of the ledger is taken—it should be on the last of every month—the total cash received, as it appears in the check book, should be posted in the ledger under "Cash Account No. 19," on the left hand side.

The total payments, as determined from the check book, should be posted in the same account on the right-hand, or credit side. The balance in the accounts will then agree with the balances in the check book.

Any merchant, we feel reasonably sure, can understand the nature of the books we have suggested and described, and the uses to which they are to be put.

The entire bookkeeping system is comprised within the ledger under four divisions and the accounts they contain when grouped together on the expiration of a given period, will show where the business enterprise is heading; whether or not it is making a profit and whether the net worth or capital is increasing or decreasing.

Letter-size files should be used.

File No. 1—Amount owing for merchandise.

File No. 2—Merchandise bills paid.

File No. 3—General correspondence.

The use of the folder, is suggested.

All unpaid bills for merchandise bought from Blank & Co. are placed in one folder, and all unpaid bills for merchandise bought from John Doe & Co. are placed in another folder, and these placed folders are filed alphabetically in File No. 1.

When these bills are paid, they are to be filed alphabetically in one folder in File No. 2.

All correspondence from or to any particular customer, individual, creditor, etc., is filed in File No. 3; so that if the correspondence of Blank & Co. is desired, it will be found in one folder—letters to them, from them, etc.

Files are increased as the number of folders multiply.

Bills rendered to customers for goods purchased or jobs completed, are always to be written or typewritten in duplicate. The original goes to the customer and the duplicates should be filed according to date in a loose-leaf

# Publishing Under Strike Conditions

**Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.**

**Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports, etc., are being continued as usual.**

binder, which can be purchased from any stationer.

From the loose-leaf binder, the customer is charged with the amount of the sale under Account No. 3, Accounts Owing from Customers, by placing the amount on the left-hand side of the customer's ledger sheet.

Each bill should be given a number, and that number is always recorded in the ledger, in order to furnish an easy reference to any particular bill with which the customer may be charged.

In closing, we say this as sincerely as we know how:

If after reading this story of a Business Enterprise, the reader feels that he is not yet qualified to undertake the opening of and the keeping of a simple system of books, then it is suggested that he get in touch with one of the largest concerns from whom he buys most goods, or his bank, and ask for the help of their business service manager or credit man.

Business Service Departments are now quite general among progressive business houses and banks, and their managers are qualified to take up and assist merchants in all matters of business administration as they relate to accounts, credits, collections, insurance, costs and a multitude of miscellaneous matters. This valuable service is free for the asking.

In conclusion, when you have laid a foundation by beginning the system outlined, faithfully recording your transaction from month to month, your next step will be a natural one, and will help to preserve your investments and your profits.

You will want to exercise the greatest of care in extending credit and giving goods to your customers on credit.

The books will tell you how much each man owes you, and it is easy to call a halt when too much is owed by any particular customer.

Collections are helped, because the accounts are always up-to-date, and the amount of overdue is easily ascertainable, and one is pressed to get in the cash to keep things moving.

We have endeavored to cover the ground, as far as possible, in a general way, without unduly lengthening the explanation; for no system can be explained to the last detail without becoming burdensome.

The system, if adopted, will, it is conscientiously believed, secure the accuracy needed.

## MAYOR LAUDS HARDWARE FIRM

Kingston, Ont.,—At the last luncheon of the Kingston Kiwanis Club, Kiwanian Charlie C. Simmons, of the hardware firm of Simmons Bros., Princess Street, was the "silent booster". Charlie distributed a number of very fine gifts from his store, and the honor of paying a warm tribute to him, and the firm he represents fell to the lot of a fellow merchant, Ex-Mayor H. W. who took the opportunity of saying a few words for the "silent booster" and the firm of Simmons Bros. He referred to the establishment of the firm in Kingston by William G. and Andrew G. Simmons in 1895. After fifteen years of successful business, two other brothers, Alfred and Charlie, joined the firm. Additional store space had to be secured for the growing business until now it has grown to large proportions.

## FIRE LOSS

Ottawa—Damage variously estimated at from $10,000 to $20,000 was caused by a fire of unknown origin which broke out in the premises of the Capital Hardware Company, Bank street.

# FOR THE SEPTEMBER BRIDE

*September is a popular month for weddings and a seasonable suggestion for the window display is an arrangement of cut glass, silverware, cutlery ,brassware, electrical appliances etc., which form admirable wedding and shower gifts. Some hardware merchants follow the social notes in the local newspapers very carefully for notices of showers, weddings, and with the use of a diplomatically worded letter and some attractive window displays they enjoy a substantial business in the lines shown herewith. In addition to making sales of such lines the idea also brings many new people to the store who will probably develop later into regular customers for other hardware lines.*

# News of Western Canada

# Is Optimistic on Future Outlook

## President of Dominion Board R.M.A. in Addressing Annual Convention at Winnipeg, Looks for Improved Business Conditions—Many Matters of Vital Interest to Trade are Discussed

WINNIPEG Aug. 30—The Dominion Board of the Retail Merchants' Association of Canada met in annual convention here last week, when several matters of vital importance to the trade in the Dominion were discussed. The official welcome to the convention was made by A. F. Higgins, president of Manitoba Board and W. E. Humphries, president of the Winnipeg branch.

### President's Address

J. A. Banfield, president, occupied the chair, and in welcoming the members of the Board, declared that there was every reason for a hopeful and optimistic outlook of the future. Mr. Banfield, speaking on the unemployment question asserted the cause must be ascertained and whatever remedy is provided must be based upon sound, economic principles, if it is to produce permanent and lasting results.

"It is our duty," he said "to reflect an optimistic spirit and to guide the public mind along helpful lines. It is our duty also to give very close and careful study to the question of unemployment, which is now being so prominently discussed. We must ascertain its cause and find out how far it can be traced to general trade conditions, or how far it may be traced to personal reasons. Whatever remedy is provided must be based upon sound, economic principles if it is to produce permanent and really lasting results.

"For the municipality or the state to give unnecessary work to some and then to tax others to pay the same is a makeshift that no true Canadian should tolerate."

Mr. Banfield urged that all unnecessary or superfluous departments of the government should be discontinued and public monies conserved. He pointed out that in England, H. Gordon Selfridge, one of the largest retail merchants of London, had been invited to assist the government in its difficulties of business management. He believed that a number of prominent retail merchants of Canada would gladly respond if asked, to assist in placing the financial affairs of the Dominion upon the best and most economic plane.

The president pointed out to the convention the great strides that have been made by retailers during the past few years. After contrasting events as they were a few years ago he said: "Today universities are recognizing the importance of the distributor to the community and have established classes in commercial courses and are issuing diplomas after three years. The day is rapidly disappearing when any man without proper qualifications can enter the retail merchandising field and make a success. It takes more than bone and sinew; it takes careful study and a through knowledge of the world's markets. Past business methods won't do. New and advanced ideas must be put into force to get proper reults. The great trouble in the past has been that we have not sufficiently regarded the dignity of our calling."

*J. A. BANFIELD,*

*of Winnipeg, Man., who was re-elected President of the Dominion Board, of the Retail Merchants Association at the recent Winnipeg meeting.*

Mr. Banfield closed his address with a warm testimony to the work of the Dominion Association secretary, E. M. Trowern, and an appreciation of the work done by the secretaries of the provincial associations.

Following the president's address, speakers representing the various provinces briefly addressed the meeting. In British Columbia during the last two years it was shown the association membership has increased 133 per cent.

### The Present Credit System

The credit system was the chief topic of discussion at Thursday morning's session of the convention, particularly in regard to the Western Provinces. Several speakers addressed the delegates on the present disadvantages under which the small storekeeper operates, and curtailment of the wide open credit system was hinted at strongly as a possible policy of the association.

Collective buying and price maintainance were given some consideration as well, and the meeting was unanimous in its demand that a uniform system of credit rating, at least, be established by the Dominion Executive.

In a discussion on sales taxes and manufacturers' license fees from retail merchants, it was said that amendments to the act relieving retailers from certain parts of the war revenues had not been adhered to by the Government officials who were still collecting all taxes. A resolution was passed asking that the incoming executive obtain a correct reading of the act and see that its intentions were carried out.

A resolution favoring a uniform system of taxation, "whereby the greatest amount of money could be raised at the lowest possible expense" instead of by municipal provincial and Dominion authorities, was adopted.

Uniform Dominion-wide early closing laws also came in for some discussion by the delegates and after it had been pointed out that the Government would have difficulty in enforcing uniform legislation, it was decided to request the

*Merchants attending the convention of the B. C. Board, R. M. A. at Duncan, B .C.*

Dominion Executive Council to consider the Question.

**Preserve Unity of Empire**

A. J. Reid of Nova Scotia moved a resolution seconded by S. E. Fawcett, Saskatoon, to the effect that in the economic interests of the British Empire as well as with the aim of preserving the unity of the Empire, buying of goods made under the British flag should be adopted where possible. A supplementary resolution was adopted later with the aim of making the retailer the instrument of a greater display of National colors in Canada. An address was given by Ben H. Morgan, chairman of the British Empire Producers Association along these lines.

Present rates on freight came in for much criticism in view of decreasing prices and the matter was referred to the Dominion executive council in a resolution requesting that body to take the question up with the Board of Railway Commissioners and endeavor to obtain a reduction.

Assistance will be given by the association to the Printers and Publishers' section in their aim to have them come under the exemption clause of the Special Revenue Act. It was claimed that the printers are entitled to be regarded as retailers and exempt from paying a sales tax.

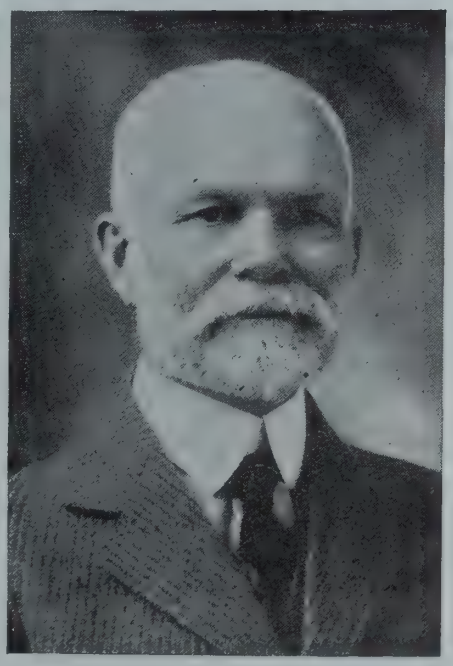
**Exclude the Orientals**

Complete exclusion of the Orientals as the only means of combating the Japanese and Chinese "menace" on the Western Coast and in other parts of Canada was urged by George Hougham of British Columbia, at the closing session of the Retail Merchants' Association convention. The convention then adopted his resolution asking that the viewpoint of each provincial branch be ascertained and that subsequently the retail merchants make strong representation to the Dominion Government for drastic action on the Chinese immigration question.

The question of licensing mail order houses, either in the municipality where they do business or in the province was taken up, but it was decided that the association had no power to control this phase of business.

**Election of Officers**

J. T. Banfield, Winnipeg, was re-elected Dominion President at final session of the Retail Merchants' Association convention. Other officers of the Dominion Executive Council were elected as follows: First Vice-President, J. G. Watson, Montreal; Second Vice-Pres. Jack Wood, Swift Current, Sask.; Third Vice-President. J. De Wolffe, St, Stephen. N.B.; Fourth Vice-President, T. A. Gaetz, Red Deer, Alta.; Fifth Vice-President, W. J. Hopgoode, Halifax, N.S.; Sixth Vice President G. H. McRobbie, Vancouver, B.C.; Treasurer, Henry Watters, Ottawa; Secretary, E. M. Trowern, Ottawa. It was decided to hold the next convention at Halifax.



*HENRY WATTERS,*

*of Ottawa, Ont., re-elected Treasurer of the Dominion Board of the R.M.A., who was one of the speakers at the Directors' luncheon on Retailers' Day, Wednesday, August 31, at the Canadian National Exhibition, Toronto.*

**Entertainment Features**

Among the entertainment features of the convention were a dinner tendered the secretaries, by the Winnipeg Tire and Accessories section on Monday evening, and at noon on Tuesday the Winnipeg Kiwanis Club entertained the delegates to luncheon at the Fort Gary Hotel. At this luncheon E. M. Trowern, secretary of the Dominion Board was chief speaker. The same evening the secretaries were entertained to dinner at the St. Charles Hotel by the Associated Retail Credit exchange. Thursday evening the Winnipeg branch of the Retail Merchants' Association gave a dinner in the Fort Garry Hotel to the visiting delegates. Premier T.C. Norris of Manitoba, and Mayor Edward Parnell were the chief speakers.

## MOTO-METER LIGHT AND PARKING LAMP

The Motor-Meter Company, Inc., announce that they are about to put on the market the **Boyce Moto-Meter Light** and **Parking Lamp**, which has been specially designed to meet the demand for a practical means of illuminating the **Boyce Moto-Meter** for night driving.

The new light and parking lamp is so constructed that a beam of light is directed on the face of the **Moto-Meter**, which thus clearly illuminates the instrument while it is said no reflections are possible that would tend to confuse the driver.

It may also be converted into a parking lamp. By turning the rear disc about one half an inch, this will open a red danger signal that can be seen for some distance. An ingenious shutter at the rear renders the red parking lamp invisible while driving.

The light and parking lamp is intended to be adjustable to any car and only a two—CP tail light bulb is required.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

SATURDAY, SEPTEMBER 3, 1921

## Just Soft Times Going

STOP talking hard times. It's not 'hard' times 'coming'; it's just 'soft' times 'going.' "

The above is one of the most striking card axioms placed in a manufacturers exhibit booth to arrest the attention of the thousands of daily passers-by in one of the buildings at the Canadian National Exhibition. The fundamental basis of the assertion is at once apparent, and no flourishings or embellishments are needed to impress the onlooker with the fact that any firm advocating such a trade policy has realized in all seriousness the need of a commonsense viewpoint. The wording also quietly conveys a grim determination to not only launch, but advance a vigorous business offensive, and is a direct indication of the belief and confidence of final achievement which underlies the adoption of this progressive spirit.

## Openings For Accessory Sales

IN VIEW of the controversy as to the prevailing method of handling gasoline, and the varying density of the product when purchased by weight and sold by measure, it is evident that some doubt exits among certain hardware merchants as to the wisdom of handling gasoline when the transaction is considered purely from a profit-bearing viewpoint. On the other hand, the presence of the curb gasoline pump is a source of continual opportunity for both the real salesman and the live merchant, for innumerable openings are thus provided for the sale of automobile accessories. The variety of these devices, coupled with the degree of usefulness attributed to the product, offers a wide range of prospective customers, for very few, if any, cars are completely equipped in this respect.

## Shrinkage in Steel

THE PRESENT depression in the world's iron and steel industry is practically unparalleled. The shrinkage has been so great, in fact, that authorities on the subject state that the reaction has been too drastic and too widespread to be of long duration. Steel is such an important necessity in modern times and as it becomes more and more evident that if the forward march of civilization is to be continued it must have increasing supplies of this essential metal, it is clear that the production of steel cannot long remain below the minimum level recently reached. In fact recent facts would indicate that consumption of steel has been greater than production, a condition which obviously could not last long due to the depleted condition of stocks.

A review of the iron and steel industry for some years reveals the fact that the consumption is rapidly increasing. This is due to the ever widening circle of usefulness of this metal. During the years of depression such as in 1900, 1904, 19008 and 1914 the output was comparatively low and in the intervening years of economic prosperity it has been correspondingly high. Generally speaking the record of pig iron production for twenty five years preceding 1921 showed a normal production in 11 years, above normal in 13 years and normal in one year. Steel output has fallen below normal in 10 years out of the 25, has been higher than normal in 13 years and exactly normal in two years.

An interesting feature is that steel production has been increasing in recent years more rapidly than pig iron production. Even during this year when production was greatly curtailed this condition continued to exist.

## Need of Organization

THE GROWING desire of the various industrial and commercial organizations to sink their differences and misunderstandings and get together among themselves with the worthy object of developing a greater and more important Canada, were emphasized as outstanding factors in connection with present day business, by E. M. Trowern, Secretary of the Dominion R.M.A., who in conversation with Hardware and Metal, briefly reviewed various developments of interest to retailers within the last year or so. For years, it was shown, that retailers were entirely indifferent as to whether unfair legislation or governmental rulings were placed upon them or not . The active organized classes were protecting their interests and those were not organized were made to bear the burden.

In an effort to show the need for organization among retailers, Mr. Trowern stated that the employing classes of the world are now divided into the following: Producing, Manufacturing, Wholesaling, Retailing, Transporting, Financial, Professional, Educational. No one of these groups can understand the necessities of the other, therefore each must attend to its own requirements. There is more money invested in the retail trade than in any other, and this branch employs more persons than do any of the other classes. In view of these facts it is no wonder that the need for organization is so evident among retailers, and it is a tribute to the business intelligence of the average retailer that he is anxious for organization today, realizing that union is strength.

Evidence of the growing interest which organized retailers are taking in the problems of the day is found in the manner in which opposition has recently been made with good effect where the retailers' interests have not been given proper attention. Here the trade paper is entitled to its share of credit for upholding the interests of the trade it represents, particularly if it has thoroughly investigated the retailers' problems and taken a fearless stand in their interests as Hardware and Metal and some other papers have done.

As these various organizations develop in strength and members they are drawn together in conferences to solve problems which affect the various classes. If they have learned the lessons of organized effort these conferences will materially assist the handling of the big problems of the day. Unfortunately some classes show an inability to cope with big problems in company with other classes with which they must act, but retailers will be quick to realize that united effort is vitally needed to cope with the problems of today and tomorrow and will follow a long-sighted policy.

# Events in the Trade

### BUSINESS CHANGES

Sudbury, Ont. Weisman & Co., hardware dealers are discontinuing.

Port Colborne, Ont.—F. P. Turner, hardware merchant, has sold out to B. L. Booth.

### PERSONAL

Prior to his departure for Listowel, Ont., where he has purchased the hardware business of S. L. Adolph, W. B. Screaton of the McClary Mfg. Co. London, Ont., was presented with a handsome gold watch by the management.

### FIRE DAMAGE

The Capitol Hardware Store, at Ottawa, Ont., recently suffered loss through an outbreak of fire. It is understood, however, that the building and partial stock were covered by insurance.

### OBITUARY

Chas. A. Sullivan, traveller for the National Pipe Company, Toronto, was found dead in his room at a Sherbrooke, Que. hotel. Mr. Sullivan was 62 years of age, and was "on the road" for 25 years in the employ of the above firm.

### INCORPORATIONS

Windsor Machine & Tool Works, has been incorporated in Ontario with head office in Windsor, Ont., and capital of $500,000 to conduct business as toolmakers, brass founders, metal workers and manufacturers of hardware of all kinds.

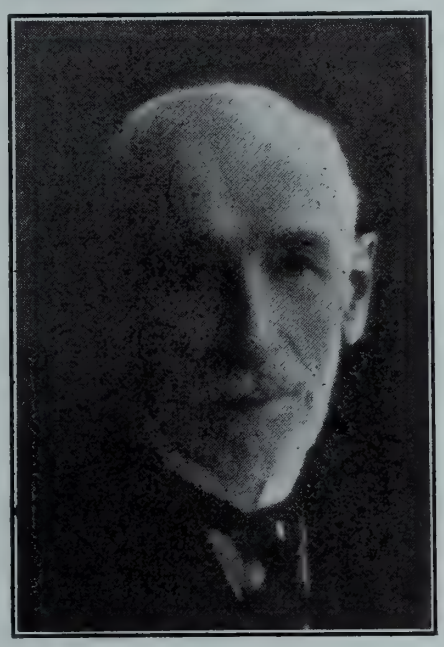
Thomas Irwin & Son. has been incorporated in Ontario with head office in Hamilton, Ont., and capital of $100,000 to manufacture and deal in metal, glass, tile etc., and to conduct a general plumbing, heating and sheet metal business and deal in electrical, hardware and other supplies.

Uxbridge Ready Roofing and Tinware Mfg. Co., has been incorporated in Ontario with head office in Uxbridge, Ont., and capital of $50.000 to manufacture and deal in ready roofing and all kinds of tinware and aluminum ware.

Universal Electric Ltd., has been incorporated in Ontario with head office in Toronto and capital of $80,000 to carry on wholesale and retail business in electrical appliances.

### OBITUARY

The death is announced of another of the older members of the staff of Caverhill Learmont & Co., Montreal, in the person of George Goldthorpe. Mr Goldthorpe was 77 years of age and retired from the employ of the above firm about 10 years ago, after having served them for 50 years. This is the fifth death of the older members of the staff within the year. A number of the pioneer hardwaremen of Montreal attended the funeral last week.



*E. FIELDING,*
*of the Toronto firm of E. Fielding & Sons, Manufacturers' Agents. Mr. Fielding recently celebrated his 82nd birthday, and is still active in various business circles, being Treasurer of the Commercial Association of Canada.*

### WESTERN ONTARIO NEWS

Ray Kenyon, of the Nelson Hardware Co., at Windsor, Ont., is now fully recovered from an illness which necessitated a three weeks lay up at his home in Leamington.

B. O. Parker hardware merchant at Strathroy Ont., has leased premises at Alvinston, Ont., and plans to open a branch store shortly.

Excavating has commenced at London, Ont., for the new $55,000 warehouse to be erected on York St. by Crane Ltd.

The Comet Automobile Co., of Decatur, Illinois, has selected Simcoe, Ont., for its Canadian branch factory.

### OPENS NEW BRANCH

Kitchener,Ont. Onward Manufacturing Co., has just opened a retail branch store in Winnipeg under the name of the Eureka Vacuum Cleaner Company, 408 Notre Dame Ave. The manager in charge is V. R. Homersham. The store will be operated for the sale of Eureka Electric Vacuum Cleaners and Sunny Suds Electric Washers.

### "DOLLAR DAY BRINGS MANY CUSTOMERS"

London, Ont.—"Dollar Day here was easily the most successful of the long series of special sales of this kind put on by local merchants. Each year the "Dollar Day" sales seem more successful and the business men attribute this to the closer co-operation that is taking place and the more extensive advertising they are doing. The "Dollar Day" sale brought people in from a distance of sixty miles and many of them made the trip in autos. During the middle of the day and until late in the afternoon it was impossible to get through some of the side streets owing to the hundreds of autos parked there. The crowd down town was so great that many merchants unable to handle the rush and fearing accidents locked their doors and let the shoppers in in relays.

Local hardware men had some unusually attractive window displays of seasonable lines, especially of merchandise which carried an appeal to women. Articles of tinware and enamelware, house cleaning materials, cutlery, cut glass, and other lines were prominent in many displays. The Cowan Hardware Co., made excellent use of several large display tables up at the front of the store.

It is worthy of note that the local hardware men never did more extensive advertising in connection with "Dollar Day" and never got better results.

### STRIKING WHILE THE IRON IS HOT

Ottawa, Ont. Striking while the iron was hot, with the Aylmer fire still fresh in everyone's memory, the firm of McFarlane-Douglas Co., Slater Street, Ottawa, advertised their line of metal shingles and metal roofing, as a safeguard against fire. Their advertisement quoted the excerpt from the newspaper stating that a large house had withstood the flames due to the heavy metal roof.

# Germany Secures Big Cuban Contract For Steel Rails

## German Producers Outbid American, British and Belgian Mills—Evidence of Future German Competition—Comparison in Wage Schedules—Effect on Canadian Trade

ONE of the outstanding features in connection with German price competition is the fact that German manufacturers have just recently closed an order with Cuban interests for several hundred tons of steel rails. It is noticeable that not only were American, British and Belgian producers outbid in this instance by the "Father land" firms, but that these rails will be rolled to American specifications.

This vivid incident also provides a more or less accurate indication of the trend of future German activities, for their ambitions have also extended to other fields where labor constitutes the primary element in production costs. The increasing popularity of aluminum as a metal fast proving more suitable and adaptable for almost universal use, is a factor long recognized by leading Prussian manufacturing concerns. As a natural result, their lower costs of production threaten some of the international markets in ingots and sheet aluminum.

### Low British Bids on Pipe

A very similar occurrence attracts attention to the tubular goods situation, where it is now reported that a British firm are the lowest bidders for a one-hundred-mile water pipe to be constructed at Bombay, India. While it was generally expected that the contract in this instance would probably be awarded to British interests, out of sentiment yet the fact remains that a wide margin existed between the various higher American bids on the one hand, compared with the lower European quotations on the other.

Further developments in certain branches of industry emphasize that Germany can be counted upon to provide severe competition among future manufacturing and commercial trade circles.

Another example where this condition has been particularly apparent is in the pig iron industry where the bids of United States producers on foreign contracts have been much higher than prices cited by outside interests. British and Belgian steel mills have also been able to produce on a lower cost basis than the Americans and these current conditions in European markets have had a contributary effect towards price depression recently prevalent in American and Canadian steel centres. France was also offering on the U. S. markets in July, several hundred tons of steel billets and other "left-overs" from wartime stocks at low price levels. The decline in quotations on the steel markets generally has followed to an extent where there can be practically no profit for American producers in prevailing prices at the present cost levels. However, future hope lies in the direction of corresponding reductions in labor costs and transportation charges, for with recognized standard grades of iron and steel, both in raw materials and the finished product, the price to the consumer remains the one decisive element in the gain or loss of future business.

### German Wage Costs Low

Such occurrences are having a direct effect upon the amount of foreign orders secured by the U. S. iron and steel mills. While many inquiries are evident, yet only a proportionately small degree develops into actual business. As an example, there appeared at Chicago last week an inquiry for 40,000 tons of pig iron for India, but there is no expectation at present that any part of this amount will be bought in American markets.

### Germany Secures Big Rail Contract

The fact that wages paid in European countries, and particularly in Germany, are so low as to form an almost ridiculous comparison with wage schedules on this side of the Atlantic, is the chief factor in making the low bids possible, and rendering foreign manufacturers dangerous competitors to Canadian and U. S. producers. The wide divergence between German labor rates and wage levels prevailing on this Continent, is apparent both in regard to the unskilled workman and the skilled or trained mechanic.

Healthy activity—or the lack of it—in the American steel and metal industries, is directly reflected among similar trade circles in this country; and the paring of costs in every possible direction is a necessary step before the rock-bottom stabilization of prices will be achieved and German competition can then be successfully opposed.

# Steel Prices Not Yet Stabilized

## Steadier Basis in View, but Resumption of Buying on Big Scale Dependent Upon Further Stabilization of Prices

IN view of the many price reductions that have recently taken place in the iron and steel industry generally, it is evident that price stabilization has not yet definitely arrived. Future declines in quotations on both bars and sheets and also on finished steel products, are not likely to be so marked or the drop in prices nearly as great as the changes that have been noted on the markets during the past few months, according to various opinions.

While no indication is at hand to show that prices have reached bottom in the steel trades, yet tendency towards lower levels is undoubtedly much less pronounced than a month or so ago. Primary market indications are that quotations are now so low that there remains practically no profit in current transactions, while attempts at price shading between the various producers, represent a loss on practically every order closed. Thus it is seen that costs of production have been pared in every possible instance, and that future declines will depend primarily upon some further reductions in wages, and lower transportation charges.

It has already been pointed out that labor schedules are already somewhat lower than formerly, and freight rates offer the only possible relief in this direction. Therefore, price reductions in future are likely to be less in extent, and certainly not so unexpected or spectacular as changes that have recently occurred.

The trend of steel prices presents an absorbing study. A few revisions are still apparent, these particularly applying to shading of quotations for more or less attractive orders. The statement by Judge Gary that the Steel Corporation would meet price competition by the Independent mills on galvanized, black, and blue annealed sheets, does not distinctly lower prices immediately. This merely again gives official recognition to levels that have prevailed on the primary markets.

It is noted that any decided stand by a producer to maintain quotations in the face of such price cutting, is equivalent to withdrawing from the market, and as the lower range develops, the various mills are faced with this situation. However, producers are not disposed to conduct a reckless cutting of prices, and the present quotations on U. S. primary sources are expected to nominally remain, until costs of production can be again lowered, though concessions might continue to be made on definite tonnages of good size. This is the situation covering sheets and plates on Southern markets, though with respect to other products, such as bars and wire products, the conditions are considerably firmer.

The slight improvement that has been recorded in the steel industry during August, does not necessarily indicate the return of a more normal or permanent buying movement. Neither does it denote the stimulation of confidence in

(Continued on page 54.)

# *Weekly Hardware Market Reports*

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

PRICE concessions again occupy a major portion of the current market reports. Lower quotations are noted on various makes of files, certain lines of auger and car bits, poultry netting and fencing, mouse and rat traps, eavestrough and conductor pipe, one make of machinists' vises, tractor and fuel oils, borax, harness snaps, coil door springs, barbed and galvanized wire and also coiled spring wire. Easier prices on practically all grades of sheets and plates are prominent this week, while a lower range on bar iron and steel, coupled with reductions on cast tool and hoop steel, also attract attention. A revival of interest is looked for in the boiler tube market; but scrap and ingot metals still remain in a depressed state. Western markets also record price changes to a lower level on Utica pliers, Hurwood screw drivers, and Payson castors. Child's snow shovels are shown at reduced prices, while lower quotations on snow shoes are now to hand for early booking. Other winter sport goods are beginning to move, noticeably ice skates and game traps. An improved nail demand is generally consistent with the fall building and repair activity. There are also signs of a better movement in glass. Jobbing circles report business as slightly improved. Various fall lines now selling well include electric ranges, furnaces, tire chains, stove boards, cattle chains, cutlery, both pocket and table, lamp chimneys, ammunition of all kinds, shovels and furnace scoops, spades and other draining tools.

## MONTREAL MARKETS

MONTREAL, August 30.—Changes in prices of hardware commodities, while not as numerous as in the past few weeks, cover some very important lines; and revisions made are all to lower levels. The feature rests on poultry netting and fencing, when both the 1-inch and 2-inch mesh netting are now quoted at net list, and fencing shows a reduction of approximately 15 per cent. Eavetrough and conductor pipe are also featured with an extra 10 per cent added to the discounts off list price. English standard galvanized sheets are 50 cents per 100 lbs. less on all gauges. Parker's Machinists' Vises are also lowered in price from 10 to 12½ per cent, and both joker mouse and rat traps have new lower prices. Children's snow shovels show a decline in price of from 10 to 35 cents a dozen according to size. Other staple lines including pipe, pipe fittings, iron and steel, lead products, range boilers, and corrugated sheets, remain unchanged in price.

### FORD'S AUGER BITS REDUCED

**Montreal.**

In line with the recent announcements of lower prices on other brands of auger bits, Ford's auger and car bits have been reduced approximately 12⅛ per cent. Auger bits will now sell at list plus 15 per cent, car bits list plus 7⅛ per cent.

### ENGLISH GALVANIZED SHEET PRICES LOWERED

**Montreal.**

Following the reduction recorded in the two weeks previous on other sheets, English standard Queen's Head and Fleur-de-lis, are now shown at lower prices. Both qualities are reduced 50 cents per 100 pounds, in all gauges. Other lines are holding at lower levels quoted recently. Inquiries are now more numerous, leading dealers to believe a slight revival of business will be realized with the approach of fall months, although up to the present few sales have developed. Outside dealers, it is felt, will continue to buy sparingly, but owing to the usual heavier demand for sheets in the fall the increased activity is looked for.

In last week's report, lower prices were given on dull Canada plates. This was an error and following are the present prevailing prices on these. Local prices on all lines are still quoted with the range, the variation among jobbing houses still evident. Following are local quotations:

BLACK SHEETS—

| | | |
|---|---|---|
| 10 gauge | 4 40 to | 4 65 |
| 12 gauge | 4 50 | 4 75 |
| 14 gauge | 4 60 | 4 85 |
| 16 gauge | 4 70 | 4 95 |
| 18-20 gauge | 4 95 | 5 20 |
| 22-24 gauge | 5 10 | 5 35 |
| 26 gauge | 5 15 | 5 40 |
| 28 gauge | 5 25 | 5 50 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

GALVANIZED SHEETS—

U.S. Standard.

| | | |
|---|---|---|
| 10¾ oz. | 7 25 | 7 75 |
| 28 gauge | 6 85 | 7 35 |
| 26 gauge | 6 45 | 7 00 |
| 22-24 gauge | 6 25 | 6 75 |
| 20 gauge | 6 10 | 6 60 |
| 18 gauge | 6 00 | 6 50 |
| 16 gauge | 6 00 | 6 50 |
| 14 gauge | 6 00 | 6 50 |
| 12 gauge | 6 00 | 6 50 |
| 10 gauge | 6 00 | 6 50 |

| | Queen's Head. | Fleur-de-lis |
|---|---|---|
| English Standard— | | |
| 28 gauge | 8 50 | 7 75 |
| 26 gauge | 8 25 | 7 50 |
| 24 gauge | 7 65 | 7 10 |
| 22 gauge | 7 80 | 6 65 |
| 18-20 gauge | 6 60 | 6 50 |

NOTE—These prices are for full bundles; an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

BRIGHT TIN PLATES—

| | |
|---|---|
| 20 x 28 x 100 lbs. basis | 17 75 |
| 20 x 28 IC., 112s | 18 25 |
| 20 x 28 IX, 112s | 20 25 |
| 20 x 28 IXX, 50s | 11 50 |
| 20 x 28 IXXX, 56s | 12 25 |

TERNE PLATES—

| | |
|---|---|
| 20 x 28 IC, 112s | 17 50 |

CANADA PLATES—

Dull.

| | |
|---|---|
| 18 x 24 x 52s | 6 75 |
| 18 x 24 x 60s | 6 85 |
| 18 x 24 x 75s | 6 95 |

WELSH CANADA PLATES—

Polished.

| | |
|---|---|
| 18 x 24 x 52s | 8 25 |
| 18 x 24 x 60s | 8 50 |

### DULL MARKET ON BOILER TUBES

**Montreal.**

The sale of boiler tubes is still very limited, and the market in general remains dull and unchanged. Owing to conditions in outside markets and the present demand, buyers are little encouraged to purchase in any quantity and stocks are very low at present.

### CHILD'S SNOW SHOVELS AT REDUCED PRICES

**Montreal.**

New prices are announced on children's snow shovels with a reduction of from 10 to 35 cents per dozen on the different sizes and qualities.

## BUSINESS LIGHT IN IRON AND STEEL

**Montreal.**

The summer dullness continues on iron and steel, but a few more inquiries coming to hand lend encouragement to an increased volume of business for the fall months, although so far these have falied to develop into actual sales. Prices locally on all lines are holding unchanged with a little price development looked for in the near future.

There is practically little development also in the U.S. Steel markets, and the week has found some of the larger interests meeting the price-cut levels which commenced with the smaller independents. This is not considered unusual, but rather expected, as all mills seem anxious to keep running even with little or no profits on their products. With the price now down to a level which leaves room for no further reduction and still operates without a loss, the chances of a further general announcement of lower proces seems more remote. Following are the local prices:

| IRON AND STEEL BARS— | |
|---|---|
| Common bar iron, 100 lbs. | 3 40 |
| Refined iron | 5 05 |
| Iron finished machinery steel | 3 60 |
| Mild steel | 3 55 |
| Band steel | 3 55 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 6 00 |
| Sleighshoe steel | 3 55 |
| Tire steel | 3 75 |
| Toe calk steel | 4 45 |
| Harrow tooth steel | 3 70 |
| Mining tool steel, per lb. | 0 23 |
| Black Diamond tool and cast steel | 0 23 |

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50s per 100 lbs. extra.

## SKATE BOOKINGS ARE BACKWARD

**Montreal.**

Jobbing circles report bookings for later deliveries on skates and hand sleighs are still backward in comparison with other years. This does not cause any anxiety however, and the feeling seems to be that a good year may be had even if dealers hold off in their buying until the actual demand is upon them. This condition it might be stated was anticipated, as the same applied to practically all lines of spring goods and when the season closed a good year was reported. Prices on both skates and sleighs are holding unchanged.

## NO CHANGE IN CEMENT PRICES

**Montreal.**

Portland cement prices are holding unchanged for this week, with business keeping in fair volume. Smaller construction work still calls for supplies locally, while some larger building has recently come to light. Following are present prices:

| CEMENT— | |
|---|---|
| Car load lots. | |
| Car load lots—400 to 1,000 bag cars: | |
| Per bag f.o.b cars | 0 98 |
| Per bag, delivered | 1 05 |
| Less car lots: | |
| Per bag, f.o.b. yard | 1 12 |
| Per bag, delivered | 1 22 |

Less 5 per cent. Rebate 20 cents for empty sacks.

## POULTRY NETTING NOW NET LIST

**Montreal.**

A reduction has been made in the prices of the one and two inch mesh poultry netting both in Canadian and American make. Quotations will now be net list where formerly they were quoted at plus 10 per cent.

## FITTING PRICES HOLD

**Montreal.**

Discounts on the various lines of pipe fittings are holding unchanged, although it is reported that some of the jobbing houses are quoting higher prices as some of the discounts name prices too low This is by no means general as yet, and following are present quotations:

| PIPE FITTINGS— | |
|---|---|
| Cast iron fittings | 20 per cent |
| Bushings, cast | 30 per cent. |
| Do., malleable | 30 per cent. |
| Flanges | 27 per cent. |
| Plugs | 30 per cent. |
| Flange Unions | 20 per cent. |
| Malleable unions | 40 per cent. |
| Dart unions, black | 29 per cent. |
| Do., galvanized | 8 per cent. |
| Nipples, ⅛ to 4 in. close and shorter | 45 per cent |
| Do., long | 55 per cent. |
| Do., 4½ to 8 in. close and short | 35 per cent |
| Do. long | 45 per cent. |
| Couplings, 4 in. and under | 25 per cent. |
| Do., 4½ in. and larger | 5 per cent. |

| POUND GOODS— | Black. | Galv. |
|---|---|---|
| Class B | 0 20 | 0 28 |
| Class C | 0 13 | 0 20 |

## POULTRY FENCING AT LOWER PRICES

**Montreal.**

New prices per rod are announced on poultry fencing, a reduction of approximately 15 per cent being given. Following are new quotations on two prominent sellers:

| POULTRY FENCING— | |
|---|---|
| Invincible: | Per rod. |
| 1848 | 0 80 |
| 2060 | 0 88 |

Put up in 10, 20 and 30-rod rolls.

## PRICE SHADING CONTINUES ON RANGE BOILERS

**Montreal.**

Little or no improvement can be reported in the market on range boilers, and price shading continues among the jobbing houses. The offering of reduced prices however seems to rest almost entirely on the 30 gallon boiler, this being the big seller and the size where competition is most keen. Manufacturers are unchanged in their attitude towards the low prices, and still maintain that a price of $7.50 on the 30 gallon boiler leaves no profit for them when present-day manufacturing costs are considered. A slight improvement is noticed this week in the sales of range boilers in general, but there is still room for improvement as sales are as yet below normal. Following are prevailing prices.

| RANGE BOILERS— | Standard. | Ex. heavy |
|---|---|---|
| 30 gallon | 7 50 | 11 25 |
| 35 gallon | 11 25 | .... |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | .... |
| 66 gallon | 28 00 | .... |
| 82 gallon | 35 00 | .... |
| 100 gallon | 45 00 | .... |
| 120 gallon | 54 00 | .... |

## CORRUGATED SHEET PRICES HOLD

**Montreal.**

List prices and discounts on corrugated sheets remain unchanged, although locally they might be considered more or less nominal, as the market is rather unsettled. Dealers in these sheets report the movement as irregular, and this week a falling off is noted in the sales. However, an increased activity is looked for now in the near future, as the fall months usually bring a more active demand. Following are the unchanged nominal prices and discounts.

| CORRUGATED SHEETS— | Per 100 Sq. Ft. |
|---|---|
| No. 28 gauge | 7 75 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½ per cent.

## JOKER TRAPS REDUCED IN PRICE

**Montreal.**

New lower prices are given on Joker mouse and rat traps, showing a reduction of approximately 10 per cent.

## FURTHER DISCOUNT ADDED TO EAVETROUGH AND CONDUCTOR PIPE

**Montreal.**

Eavetrough and conductor pipe will now cost less, a reduction made through adding an extra 10 per cent to the present discount. Both now quoted less 60 and 10 per cent elbows remaining unchanged at 55 per cent off. This reduction was predicted in Hardware and Metal in the last two issues, because of the easier tone in galvanized sheets. The movement of trough, etc., shows a slight falling off in the past week, but an improvement is looked for with the approach of fall months. Following are the list prices with the new discounts:

EAVESTROUGH—

O. G. Square Bead—Per 100 ft.

| 8 inch | 10 inch | 12 inch | 15 inch | 18 inch |
|---|---|---|---|---|
| $15 90 | $17 70 | $21 20 | $28 80 | $36 80 |

O. G. Round, and Half Round—Per 100 ft

| 8 inch | 10 inch | 12 inch | 15 inch | 18 inch |
|---|---|---|---|---|
| $16 90 | $18 70 | $22 20 | $29 80 | $37 80 |

Discount 60|10 per cent. off list.

CONDUCTOR PIPE—Per 100 ft.

| 2 inch | 3 inch | 4 inch | 5 inch | 5 inch |
|---|---|---|---|---|
| $18 40 | $22 30 | $29 60 | $40 00 | $49 00 |

Discount 60|10 per cent. off list.

| CONDUCTOR ELBOWS— | |
|---|---|
| 2 inch, list | 5 25 |
| 3 inch, list | 6 00 |
| 4 inch, list | 10 55 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent

## PARKER'S VISES LOWERED IN PRICE

**Montreal.**

Parker's machinists' vises are now quoted at lower figures, a reduction of approximately 10 to 12½ per cent being made in the various kinds and sizes.

## LITTLE INTEREST STILL IN SCRAP

**Montreal.**

The market for waste material is still in a listless condition, and generally very dull with little interest shown. Prices remain unchanged in all lines, but are considered only nominal. Following are local prices.

| WASTE MATERIALS— | |
|---|---|
| Automobile tires | 0 75 |
| Rubber shoes | 0 02½ |
| Yellow brass | 0 05 |
| Red brass | 0 08½ |
| Light brass | 0 04 |
| Scrap zinc | 0 03 to 0 03½ |
| Lead, heavy | 0 04 |
| Lead, tea | 0 02½ |
| Light copper | 0 07¾ |
| Heavy copper | 0 10½ |

| | |
|---|---|
| Wrought iron, R.Rd..No.1 per gr. ton.. | 10 50 |
| Malleable scrap (ton) | 10 50 |
| Pipe scrap (ton) | 7 00 |
| Heavy melting steel | 7 50 to 8 00 |
| No. 2 busheling | 4 00 |
| Boiler plate | 8 00 |
| No. 1 machinery case | 20 00 |

### LEAD PRODUCT PRICES HOLD

**Montreal.**

Quotations on all lines of lead products remain unchanged this week, with business said to be seasonably quiet. Metals on the primary market, used in the manufacture of these products, continue in a more or less listless condition, with prices holding fairly steady considering the dull market. When the present low basis on practically all of the finished products are considered, and compared with pre-war prices, there can be little further reduction expected.

Following are present prices:

| | |
|---|---|
| LEAD PIPE— | |
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10 per cent. | |
| Lead traps and bends | 10 per cent. off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 10½ |
| Do., 3 to 3½ lbs., sq. ft., lb. | 0 10¼ |
| Do., 4 to 8 lbs. | 0 09½ |
| Cut sheets ¼c lb extra and cut sheets to size, ¾c lb. extra. | |
| Solder, guaranteed, lb. | 0 25½ |
| Do., strictly, lb. | 0 23½ |
| Do., commercial, lb. | 0 20½ |
| Do., wiping, lb. | 0 21½ |
| Do., wire, lb. | 0 35 |
| Zinc, sheets, casks | 0 11½ |
| Do., broken lots | 0 12 |

### STEADY SALES OF WIRE NAILS

**Montreal.**

A steady volume of sales for wire nails is evident in local jobbing circles, and although the movement is not up to previous years, it is quite satisfactory. Building operations which have recently developed demand a fair amount, and with the approach of the fall and early winter months further active business is looked for. Outside dealer stocks are undoubtedly low, and with the colder weather the farming trade calls for extra supplies. Quotations remain unchanged at $4.40 base, cut nails still selling at $4.85 base.

### MOST METALS SHOW SLIGHTLY LOWER PRICES

**Montreal.**

Little change has manifested itself in the list of ingot metals as far as conditions of the different markets are concerned, but most of them are quoted at slightly lower quotations. A firming up was noted over the week end but this is only considered temporary and the markets are otherwise dull and unchanged.

TIN.—The continued weakness on the London market in this metal was reflected on the local market, but quotations are so far unchanged at 34 cents. Heavy stocks and a light demand still denote the condition of this metal.

COPPER.—Quotations on copper are lowered ¼ cent on both electro and casting, through the easier tone prevailing in the past week. Locally this metal is very dull and the demand light. Electro is quoted at 17 cents, casting 16¾ cents.

SPELTER.—The improvement expected in spelter has so far failed to materialize and local conditions are practically unchanged. East St. Louis is further lowered to $4.15, and local quotation shows a reduction of ¼ cent to 7¼ cents.

LEAD.—Lead continues the leading metal on the list, and is the only metal where much interest is shown. Consumption continues fairly steady with stocks none too heavy. Quotations are, however, a little easier at 8½ cents.

ALUMINUM.—Aluminum is still held at 30 cents, with little or no change noted in the market. Little interest continues to be shown in this metal.

# TORONTO MARKETS

TORONTO, August 31.—Easier prices are now shown on sheets and plates, with the lower range particularly applying to quotations on blue annealed and black sheets; while variable revisions are also noted in prices on the different grades of galvanized. Lower prices have been recorded on bar iron and steel, the base quotation being lowered 25 cents in certain quarters, with other dealers on the local markets maintaining unchanged figures. Cast tool steel, medium, is now 1½ cents per lb. lower, while hoop steel has also been reduced in price.

Other current price changes include tractor and fuel oils, auger and car bits, borax, mouse and rat traps, and coiled spring wire. The base on both galvanized and barbed wire has been lowered, while revised discounts are given on various makes of files. The addition of 10 per cent. to the discounts on eavestrough and conductor pipe, gives easier prices on these products. Conductor elbows are not affected by this change. A slight increase of business in boiler tubes, leads to the expectation of a seasonable revival of interest in these goods. The scrap metal markets are still in a depressed state, while ingots continue to lack active interest.

### TRACTOR OILS REDUCED IN PRICE

**Toronto.**

A revision in both prices and discounts on Imperial Kerosene tractor oil is announced this week. The new price on heavy is $1.00 per gallon, with the quotation of $1.10 being given on the extra heavy grade. The new discounts on the lower prices is now 10 per cent, compared with the previous quotation of 25 off. Thus these current changes amount to approximately a 10 per cent decline.

### REVISED PRICES ON FUEL OIL

**Toronto.**

A slight revision is recorded this week in prices on fuel oil. The new quotation shows the barrel price at 8 cents flat, whereas the previous figure was 8.2c. The same change applies to the price on fuel oil in tank cars, the straight quotation of 6 cents now being given.

### LOWER RANGE IN QUOTATIONS ON SHEETS AND PLATES

**Toronto.**

Easier prices all through the list on sheets and plates are noticeable this week. The extent of the decline varies on the different grades, being around 25 cents lower on blue annealed: with a fifty cent drop in prices on black and English galvanized; to the general revision in quotations on the Premier and Apollo grades.

The wide differential between the prices quoted by various dealers is again very evident, the lower quotations being announced in some cases, while others maintain prices at the higher levels shown. The following table therefore is an average list of the figures appearing on the local markets, and in most cases for fairly large purchases.

| | | |
|---|---|---|
| BLUE ANNEALED— | | |
| 10 gauge, base | .... | 4 50 |
| 12 gauge | .... | 4 55 |
| 14 gauge | .... | 4 60 |
| 16 gauge | .... | 4 65 |
| BLACK— | | |
| 18—20 gauge | 4 80 | 5 30 |
| 22—24 gauge | 4 85 | 5 35 |
| 26 gauge | 4 90 | 5 40 |
| 28 gauge | 5 00 | 5 50 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on shets 36 in. wide.

| GALVANIZED— | Queen's Head | Fleur-de-lis. |
|---|---|---|
| 28 gauge | 9 50 | 8 75 |
| 26 gauge | 9 25 | 8 50 |
| 24 gauge | 8 65 | 8 10 |
| 22 gauge | 8 30 | 7 85 |
| 18 and 20 gauge | 7 60 | 7 50 |
| Premier and Apollo. | | |
| 10 3-4 oz. | 7 00 | 8 00 |
| U.S. 28, base | 6 60 | 7 60 |
| U.S. 26 | 6 30 | 7 30 |
| 22 and 24 | 6 15 | 7 15 |
| 18 and 20 | 6 00 | 7 00 |
| 16 | 5 85 | 6 85 |
| 12 and 14 | 5 70 | 6 70 |

An extra 40c per 100 lbs. is charged for Keystone brand copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

| | |
|---|---|
| PLATES, CANADA— | |
| Prices, nominal. | Toronto |
| Dull, 60 sheets | 8 25 |
| Ordinary, 52 sheets | 8 00 |
| PLATES, COKE, TIN— | |
| Prices, nominal. | Per Box. |
| IX. 20 x 28, 112 sheets | 20 00 |
| Do., 56 sheets | 12 00 |
| PLATES, CHARCOAL, TIN— | |
| IC. 14 x 20 base | 15 00 |
| IX. do. | 17 00 |
| IXX. do. | 19 00 |
| PLATES, TERNE— | Prices nominal |
| IC. 20 x 28, 112 sheets | 17 50 |

F.O B., Toronto.

### EASIER PRICES ON IRON AND STEEL

**Toronto.**

Lower ranges in the various local quotations are now recorded. This trend toward price reduction is a reflection of the recent changes on the prim-

ary steel markets, and is also attributed in some quarters to the habit of making the quotation to suit the prospective order. The bar iron base is now 25 cents lower in some instances, and similar conditions prevail in the current prices on hoop steel. Cast tool steel, medium, also shows a reduction of 1½ cents per lb. The variation between the prices quoted by the different dealers is still noticeable, which has been the case since the unsettlement and depression in the steel industry became evident. Following are the revised quotations:

IRON & STEEL—

| | | |
|---|---|---|
| Mild Steel bars, base | 3 25 | 3 50 |
| Mild steel bands, 3-16 in. base | 3 75 | 4 00 |
| Bar iron, base | 3 25 | 3 50 |
| Angle iron, base | 3 35 | 3 60 |
| Horseshoe iron | .... | 4 10 |
| Tire steel | 4 70 | 5 95 |
| Spring steel | 9 50 | .11 50 |
| Crucible cast sheet steel | 30 00 | .35 00 |
| Mining drill steel | 20 00 | 23 00 |
| Cast tool steel, medium | .... | 18 50 |
| Cast tool steel, high grade | 30 00 | 56 00 |
| Sleigh shoe steel | 1 10 | 4 50 |
| Norway iron | .... | 15 00 |
| Toe caulk iron | 5 40 | 6 40 |
| Hoop steel | 1 50 | 1 75 |

## FILE DISCOUNTS REVISED

**Toronto.**

Through a revision in discounts, the Arcade line of files now shows a price reduction. The new quotation is 60 per cent off list, which is five points higher than the previous discount. The decline therefore, amounts to approximately 11 per cent.

## REVISE DISCOUNTS ON EAVES-TROUGH AND CONDUCTOR PIPE

**Toronto.**

Prices on eavestrough, ridge roll and valley, and also on conductor pipe have been lowered, through the addition of another 10 per cent to the discount quotations. The price on conductor elbows remains unchanged at 55 per cent off list.

The current movement of these products is still characterized as fair by local distributors, and a slight improvement in the total volume of sales is looked for in some quarters during the fall period. Following are the revised quotations.

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. |
|---|---|
| 8 in. | 15 90 |
| 10 in. | 17 70 |
| 12 in. | 21 20 |
| 15 in. | 28 80 |
| 18 in. | 36 50 |

Less 60—10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

| | Per 100 ft. in 10 ft. lengths. |
|---|---|
| 2 in., in 10 ft. lengths, list | 18 40 |
| 3 in. in 10 ft. lengths, list | 22 80 |
| 4 in. in 10 ft. lengths, list | 29 60 |
| 5 in. in 10 ft. lengths, list | 40 00 |
| 6 in. in 10 ft. lengths, list | 49 00 |

Less 60—10 per cent.

ELBOWS (Conductor)

| | |
|---|---|
| 2 inch, list | 5 25 |
| 3 inch. list | 6 00 |
| 4 inch. list | 10 50 |
| 5 inch, list | 24 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

## REVISED VALVE PRICES HOLD

**Toronto.**

The recent revised quotations on certain lines of valves and cocks are being maintained, and little change of interest has occurred on local markets. No marked degree of activity is now looked for, dealers being inclined towards the opinion that the current movement will be looked upon as satisfactory if a steady volume of sales is recorded during the fall trading. Prevailing quotations follow:

VALVES—

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, Compression | 29% |
| do., Fuller | 25% |
| Flatway stap and waste cocks, standard | 40% |
| Roundaway stop and waste cocks, standard | 40% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 20% |
| J. M. T. | 20% |
| J. M. T. C. | 25% |
| J. M. T. Gate Valves | 25% |
| Gate or straightway | 16-10% |
| Jenkins Globe | 10-10% |
| Radiator valves, standard | 58% |
| do., removable disc | 58% |
| Emco. J. D. Valves | 20% |
| Emco. Check Valves | 20% |
| Webber Gate Valves | 20% |

BASIN COCKS—

| | |
|---|---|
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |

## BOILER TUBE BUSINESS REVIVING

**Toronto.**

With the boiler tube season now actually at hand, business in these products is reported to be picking up. Especially during the past week have sales been slightly more numerous, and distributors take this factor as an indication of the trend towards future seasonable activity. No revisions in quotations on boiler tubes:

BOILER TUBES—

| | Seamless. | Lapweld. |
|---|---|---|
| 1 inch | 26 00 | .... |
| 1¼ inch | 27 25 | .... |
| 1½ inch | 26 25 | .... |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 28 00 | 22 00 |
| 2¼ inch | 32 00 | 25 00 |
| 2½ inch | 40 00 | 27 00 |
| 3 inch | 41 00 | 35 00 |
| 3½ inch | 60 00 | 40 00 |
| 4 inch | 75 00 | 50 25 |

## RANGE BOILER PRICES MAY HOLD

**Toronto.**

It is now reported that the current prices on range boilers may hold until the end of the season. Whether this will actually develop, however, primarily depends upon any future collective readjustment of market conditions between manufacturers and distributing jobbers. The 30-gallon size is practically the only boiler attracting any interest, either from a buyers' standpoint, or with regard to price shading activity. Following is the nominal list:

RANGE BOILERS—

| | Standard | Ex Heavy |
|---|---|---|
| 30 gallon | 8 50 | 11 50 |
| 35 gallon | 9 50 | 13 80 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 08 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 144 gallon | 78 00 | 93 00 |

## ELECTRIC RANGES POPULAR

**Toronto.**

Manufacturers and distributors of electric ranges report that there is a decided increase in the popularity of this type of kitchen range. This movement generally applies to all sizes, from the smaller electric stove for kitchenettes, to the larger complete ranges for family use.

## SLIGHT INCREASE NOTED IN FALL STOVE MOVEMENT

**Toronto.**

An increase in the number of orders for furnaces is now reported, and while the movement is much later this year, the development of improved sales gives a more optimistic outlook in the trade generally. The arrival of cold evenings has brought about the realization of the needs in this direction, while fall bookings for stoves and furnaces have been encouraged through the recent revision in quotations, and the abolition of the diminishing discount scale.

## STEADY VOLUME OF SALES FOR SOIL PIPE AND FITTINGS

**Toronto.**

A fairly steady volume of sales for soil pipe and fittings is generally reported and while the market situation is not yet normal, a much healthier tone is recorded than at this time last season. Prices are being well maintained, and a little revision is looked for by local manufacturers and distributors of these products. Following are current quotations:

SOIL PIPE—

| | |
|---|---|
| 2 and 3 inch. | 25% |
| 4 inch. | 30% |
| 5 and 6 inch. | 30% |
| 8 inch. | net |

FITTINGS—

| | |
|---|---|
| 2 to 6 inch fittings | 40-10% |
| 8 inch fittings | net |

## STEEL CORPORATION MEETS CUT PRICES ON SHEETS

**Toronto.**

Some excitement in sheet markets was reported from certain American primary mill centres, owing to the announcement that the United States Steel Corporation has decided to meet price competition on galvanized, black and blue annealed sheets. The receipt of this advice brought out the prediction that further price shading to new lower levels on sheets and plates by the larger independent producers might develop, but on the other hand it is generally conceded that there is not sufficient business to justify price cutting by the mills.

A statement as to the sales policy adopted by the corporation has been given out by Judge Gary, as follows:

"When the subsidiaries of the Steel Corporation ascertain to a certainty that large and important independents, so called, are selling at prices materially lower than those which have been heretofore announced, our subsidiaries meet the new prices. They do not precipitate or lead in establishing lower prices for they were aware that the prices which have prevailed for some time past are lower than the actual cost of production by the most if not all of the producers."

## SCRAP METAL MARKETS STILL IN DEPRESSED STATE

**Toronto.**

The iron and steel scrap market has continued in a very depressed state as far as actual business is concerned, but reports of improvement in the markets in the States and in the steel industry's operations there, have been sufficient to

keep price on scrap unchanged. Dealers have seen very little buying and prices therefore are merely nominal.

Business in scrap metals has been light for so long a time that some dealers' list show wide difference in some respects. For instance, one dealer is quoted 6.00c. on light copper, and another is naming 7 50 to 8.00c. Red and yellow grades have been stagnant. Heavy copper and wire has been available at 9.25 to 9.75c in some quarters. The white metals have also been very dull. Some heavy lead has been traded in at up to 4.00c.

Scrap rubber is nearly stagnant. Some dealers show interest in boots at 2.00c. and in mixed tires at around 50c. per hundred.

The following averages of dealers' buying prices for large quantities, f. o. b. Toronto, are more or less nominal:

| WASTE MATERIALS— | | |
|---|---|---|
| No. 2 busheling | ..... | 11 00 |
| Heavy melting steel, gross ton | 9 50 | 10 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 10 25 | 11 25 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 11 00 | 12 00 |
| No. 1 machinery cast, net ton | 15 00 | 16 00 |
| Heavy lead | 3 75 | 4 00 |
| Tea lead | 2 00 | 2.50 |
| Red brass | .... | 9 00 |
| Yellow brass | 5 25 | 6 25 |
| Light brass | 3 00 | 3 50 |
| Heavy copper | 9 25 | 10 00 |
| Scrap zinc | 3 00 | 3 50 |
| Old rubbers. boots and shoes | 2 00 | 2 50 |
| Lumberman's rubber boots | 1 25 | 1 75 |
| Auto tires | 0 50 | 1 00 |
| Solid tires | 0 75 | 1 25 |

### MOUSE TRAP PRICES LOWER

**Toronto.**

A slight reduction has been announced this week in prices on mouse and rat traps.

### PRICE ON BORAX IS REDUCED

**Toronto.**

Current quotations on borax have now been lowered and the new price is 10c per lb.

### GALVANIZED WIRE REVISED

**Toronto.**

The base price on galvanized wire has been reduced, and the new quotation is shown as $4.60. The previous was $5. which price was announced a few weeks ago. The current decline is the second reduction during recent weeks.

### BARBED WIRE PRICE LOWERED

**Toronto.**

The base price on barbed wire has been reduced by 70c. This revision gives a current quotation of $5.50, instead of $6.20 as formerly.

### IRWIN BIT PRICES AGAIN LOWER

**Toronto.**

The discounts on Irwin car and auger bits have again been revised, thus making easier quotations on these products. Irwin auger bits are now quoted at list plus 5 per cent., and car bits are shown at 5 per cent. off.

### QUOTATIONS ON COILED SPRING WIRE NOW REDUCED

**Toronto.**

The current reductions on wire also apply to coiled spring wire, where the price on No. 9 gauge is now shown as $4.65, while the quotation on No. 12, is changed to $4.85.

### REVISED DISCOUNTS ON FILES.

**Toronto.**

Revised discounts are now shown on various makes of files, which change brings prices on these products to a lower basis. The new quotations are enumerated on the current market pages.

### INGOT MARKETS REMAIN DULL

**Toronto.**

The ingot markets generally lack interest, and the dullness previously noted is still evident in certain quarters. Prices on metals have generally been maintained this week, with little revision in either conditions or quotations to record.

COPPER — Fluctuations in copper prices continue to be apparent on both British and American markets. While some domestic business is reported by U. S. producers at the lower levels, quotations on foreign orders remain nominally unchanged. On the local markets, sales have been few, and nothing of an outstanding nature has recently developed. Quotations also remain unchanged at 17c.

TIN—Considerable weakness has been registered on the English tin markets, but the rise in exchange has offset this trend to some extent. It is noted that futures are again lower on the southern primary markets, and while some factors are of the opinion that the current depression in tin has about run its course, others again hold the view that until certain weak holders have been able to liquidate their stocks, there is little probability for an advance in prices. The local quotations continue to be around 35c.

LEAD—The market tone is easier and the volume of business coming in is smaller, according to current reports from primary sources. On the other hand, the firm tone is still apparent in the London lead markets, and coupled with the recent gain in sterling exchange, this situation may serve to again firm up southern quotations. The local price on lead remains at $6.75.

SPELTER—Consumers are still buying sparingly and on a hand-to-mouth basis. The volume of sales has not been very large, and even inquiries have usually been only for small quantities. The price of $7.00 remains unchanged locally.

ANTIMONY—This market is dull and unchanged. Antimony prices are meeting with little favor, and the quotations generally reman unchanged. Local prices vary from 8 to 10c. as usual.

ALUMINUM—The market is again quiet and unchanged at previous price levels. Automobile interests in the United States are reported to have purchased fairly large quantities of aluminum at a figure well below the average American price, but the market generally lacks interest. Local quotations on aluminum vary from 28 to 29 cents.

# LONDON MARKETS

LONDON, August 31.—The adjusting of prices to lower levels continues. This week's budget of changes shows new lower prices on files, harness, snaps, mouse and rat traps and snowshoes. Collections continue good.

A steady improvement is reported in the hardware trade in this district. There is an early demand for fall goods and merchants are very optimistic regarding the business outlook for the next few months.

### TIRE CHAIN MOVEMENT UNDER WAY

**London, Ont.**

Automobile tire chains are now beginning to register the customary fall movement. Prices remain at the new levels recently announced, the quotations on Rid-O-Skid and Weed tire chains being listless 25 per cent. In lots of one dozen pairs in one shipment, the discount of 33 1-3 off list is given.

### SEASON FOR CATTLE CHAINS

**London, Ont.**

Merchants are now taking in their booked orders for cattle chains. These products remain unchanged in price, the quotation of list plus 40 per cent still prevailing.

### ICE SKATES START WINTER ACTIVITY

**London, Ont.**

Orders are now being taken for ice skates, covering shipment up to December 1. Prices remain practically unchanged, the quotation on the Starr make remaining at list less 30 per cent.

### IMPROVED SALES ON CUTLERY

**London, Ont.**

There is a better demand now being experienced by local merchants for pocket and table cutlery. Prices are noted to be a little easier on some lines, while quotations on other makes remain unchanged.

### LAMP CHIMNEYS SELL WELL

**London, Ont.**

The usual fall demand for lamp chimneys is now in evidence. Prices on these commodities are as follows:

"A" (8 doz. to case) $13.00 per case.
"B" (6 doz. to case) $11.00 per case.

### AMMUNITION SALES INCREASING

**London, Ont.**

An increasing demand is now being felt by local merchants for fall shells and ammunition. Quotations remain unchanged, as follows:

AMMUNITION—
Dominion make—List less 30|20 per cent.
Winchester and Savage make—American list, plus 22½ per cent.

### REVISED QUOTATIONS ON FILES

**London, Ont.**

New lower prices are now in effect

on Globe and Black Diamond files. The revised quotation on Globe is 60 per cent off list, while the new discount on Black Diamond is given as 40 and 5 per cent off.

### WOODEN TRAP PRICES REDUCED

**London, Ont.**

Revised quotations have been announced this week on Victor wooden mouse and rat traps. The new lower prices are as follows:

Victor wood mouse traps, 30 cents per dozen.

Rat traps, $1.25 per dozen.

### LOW PRICES ON HARNESS SNAPS

**London, Ont.**

Reduced prices are now in effect on harness snaps. Following are the new net prices on some of these products:

| HARNESS SNAPS— | |
|---|---|
| Champion Flat Eye: | Per gross. |
| No. 424 x 1" | 5 50 |
| No. 424 x 1¼" | 9 50 |
| No. 424 x 1½" | 10 65 |
| No. 424 x 1¾" | 12 00 |
| Buckeye Flat Eye— | Per Gross |
| No. 444 x 1" | 7 00 |
| No. 444 x 1¼" | 10 50 |
| No. 444 x 1½" | 12 50 |
| No 444 x 1¾" | 14 40 |
| No. 444 x 2" | 16 80 |

### COIL DOOR SPRING QUOTATIONS NOW LOWERED

**London, Ont.**

Prices on Perfect coil door springs are now approximately 10 per cent lower. Revised quotations follows: No. 2, 70 cents per doz.; No. 3, 75 cents per doz.; No. 4, 85 cents per doz., and No. 5, $1.00 per doz.

### SNOW SHOE PRICES HERE

**London, Ont.**

Winter sporting lines are making their appearance on the markets. Among these goods, snow shoes now have new lower prices in effect for fall trade. Following are some of the revised quotations:

| SNOW SHOES— | Pair. |
|---|---|
| Boys, 10 in. x 33 in. | 2 65 |
| Ladies, 11 in. x 36 in. | 3 25 |
| Mens, 12 in. x 42 in. | 3 90 |
| Mens 14 in. x 42 in. | 4 25 |
| Mens 16 in. x 42 in. | 4 75 |

### FAIR SALE FOR LINSEED

**London, Ont.**

A good seasonable sale is still reported for linseed oil, and prices continue unchanged this week. Following are the prevailing quotations.

| LINSEED OIL— | Raw. | Boiled. |
|---|---|---|
| 1 to 2 barrels, Imp. gal. | 0 97 | 1 00 |
| 3 to 5 bbls., Imp. gal. | 0 96 | 0 99 |
| 6 to 9 bbls., Imp. gal. | 0 94 | 0 97 |

Less barrels, add 15 cents gal.

### TURPENTINE PRICE HOLDS

**London, Ont.**

The price on turpentine remains firm again this week, no change having been recorded in either quotations or current market conditions. A fair demand is reported still evident. Following are present quotations on turpentine.

| TURPENTINE— | Imp. gal. |
|---|---|
| 1 barrel lots | 1 00 |
| 2 to 4 barrel lots | 0 99 |
| 5 gal. lots | 1 15 |

### GOOD SALE FOR DRAINING TOOLS

**London, Ont.**

There is a good seasonable sale at present being recorded for shovels, scoops, and draining tools. Quotations remain at list less 45 per cent.

### GAME TRAPS NOW BEING SHIPPED

**London, Ont.**

Steel game traps for the winter season are now attracting the dealers attention, and booked orders are now being shipped forward. Prices remain unchanged. Following are quotations on some lines:

STEEL GAME TRAPS -

Victor, with chain, No. 0 $2.20 per doz.; No. 1 $2.65; No. 1 1-2, $4.00; No. 2, $5.50; No. 3, $9.35; No. 4, $11 25.

Oneida Jump—No. 0, $3.00 per doz.; No. 1 $3.50; No. 1 1-2, 5.25; No. 2, $8.40.

### PUTTY IN FAIR DEMAND

**London, Ont.**

Prices on putty still remain at the level recently in effect, and the gradually increasing demand is generally considered good, at present. Following are current prices:

| PUTTY— | |
|---|---|
| Standard 100 lb. drums, | 7 05 |
| Standard 25 lb. drums, per 100 lbs. | 7 30 |
| Pure, 100 lb. drums, per 100 lbs. | 8 55 |
| Pure, 25 lb. drums, per 100 lbs. | 8 80 |

### STOVE BOARDS NOW REQUIRED

**London, Ont.**

With the advent of the fall stove season, stove boards are now selling well. The wood lined are quoted at list less 15 per cent, and the paper lined at list less 30 per cent.

### FAIR SALE FOR WHITE LEAD

**London, Ont.**

Sales of white lead in oil are stated to be very fair at the present time. The price remains unchanged, as yet, and the following quotations are still in effect locally.

| WHITE LEAD IN OIL— | Tons. | Less tons |
|---|---|---|
| Pure, per 100 lbs. | 15 05 | 15 40 |
| Elephant, per 100 lbs. | 15 55 | 15 90 |

### BETTER MOVEMENT IN GLASS

**London, Ont.**

The better movement of window glass for fall trade continues, and dealers report that orders are now becoming larger and more numerous. Single diamond glass is still quoted at 50 per cent off list; double diamond, also at the same discount, while cut lights are quoted at 70 per cent of light list.

Following are net prices on glass figured at 50 per cent off list:

| GLASS— | Single. | Double. |
|---|---|---|
| Up to 25 in., case | 5 50 | 8 20 |
| 26 to 40 inch, case | 7 00 | 10 45 |
| 41 to 50 inch, case | 7 50 | 11 50 |
| 51 to 60 inch, case | 8 00 | 12 00 |
| 61 to 70 inch, case | 8 50 | 12 50 |
| 71 to 80 inch, case | .... | 13 50 |
| 81 to 84 inch, case | .... | 17 00 |
| 85 to 90 inch, case | .... | 18 25 |
| 91 to 94 inch, case | .... | 18 63 |
| 95 to 100 inch | .... | 21 88 |

# WINNIPEG MARKETS

WINNIPEG, August 30.—The downward trend in hardware prices is still evident. Lower quotations are given this week on many lines such as screwdrivers, pliers, castors, wood screws, stove pipe wire, coiled spring wire, and galvanized wire.

Business has been more brisk during the past week, and a fair volume of fall trade is anticipated. Building activity has been far below the general expectations, but a more confident feeling is now developing through western trade circles, and improvements in seasonable lines is looked for.

### HURWOOD SCREW DRIVERS LOWERED IN PRICE

**Winnipeg.**

Prices on Hurwood screw drivers have now been slightly marked down, and following are the revised quotations:

SCREW DRIVERS—

Hurwood—3, $3.20; 4, $3.85; 5, $4.60; 6, $5.50; 7, $6.20; 8, $6.85; 10, $8.50; 12, $10.15.

Pony Hurwood—3, $3.15; 4, $3.80; 5, $4.45; 8, $6.60.

### UTICA PLIERS REDUCED

**Winnipeg.**

Quotations have been lowered on Utica pliers, and the new prices are as follows:

PLIERS—

No. 1950—6, $23.95; 7, $28 30; 8, $32.70; 9, $43.50; 25, $18.85.

No. 50—6, $17 40; 7, $19.30; 8, $20.90.

No. 655—5½, $19.90; 6½, $23.00.

No. 2050—5, $26.10; 6, $28.30; 7, $33.55; 8, $39.00.

### REDUCED PRICES ON PAYSON CASTORS

**Winnipeg.**

Included among the price revisions announced this week are Payson's castors. Through the changes in discounts, an approximate decline of 10 per cent is shown. The latest quotation is 5 per cent advance on list.

### DISCOUNTS ON WOOD SCREWS ARE AGAIN REVISED

**Winnipeg.**

Prices on wood screws have again been lowered. Discounts have been revised on both bright and brass screws, and following are the new quotations:

**Bright**

Flat Head 72½ per cent off list.
Rd. " 70 per cent. off list.
Oval " 70 per cent.

**Brass**

Flat Head 65 per cent.
Rd. " 60 per cent.

### WIRE QUOTATIONS REDUCED

**Winnipeg.**

Prices are now lower on coiled spring wire, and also on plain galvanized wire. Following are the prevailing quotations:

COILED SPRIN GWIRE—No. 9, $5.65; No. 12, $5.85.

PLAIN GALVANIZED—No. 9, $5.60, Winnipeg; Fort William, $4.95. No. 12, $5.80, Winnipeg; $5.15, Fort William.

### STOVE PIPE WIRE WILL NOW COST LESS

**Winnipeg.**

Prices on stove pipe wire are included among the current market revisions. The new quotations are; No. 18, $9.05 per cwt. No. 19, $9.55.

### DROP IN PRICE ON GALVANIZED WIRE IN COILS

**Winnipeg.**

Lower prices are in effect this week on galvanized wires in coils. This market change corresponds to current revisions in prices on other wire goods. Following are the new quotations:

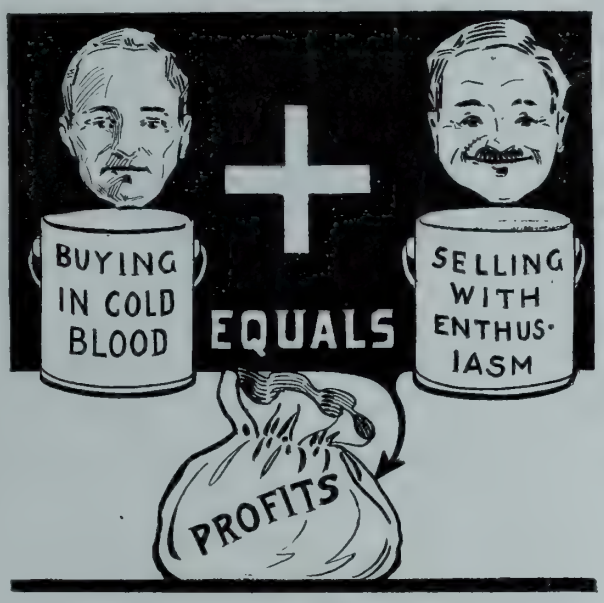
No. 8, $6.30; 9, $5.60; 10, $6.35; 11, $6.40; 12, $5.80; 13, $6 05; 14, $6.85; 15, $7.25; 16, $7.60.

# Fall "Save The Surface" Activity

## Potent Argument for Fall and Early Winter Paint Selling are the Surface Saving Qualities of Paint, Varnish, etc.—Arguments for the City Houseowner and the Farmer—Rural Dweller is Practising Economy

WITH the approach of Fall months the meaning of "Save the Surface" by the adequate use of paint, varnish and other kindred lines, takes on a new significance. The cold weather is approaching, and before it comes a wet season which is very injurious to surfaces which are not protected against the elements. The merchant can direct the majority of his arguments for the wider use of paint to the necessity of properly protecting buildings, implements, etc., before the winter sets in.

Property values are remaining at a fairly high figure, due to the fact that building costs have not declined sufficiently to encourage enough construction to meet prevailing requirements. Property owners, therefore, realizing that their investment is greatly increased, will be anxious to give their investment the utmost protection. The generous use of paint, varnish, etc., is the best insurance such property owners can have against the ravages of the elements. Reduced to a dollars and cents basis, this form of insurance proves a very potent argument.




### In the Rural Districts

In the rural districts the farmer will shortly be through his threshing and other labors of the summer months. He will have time to take stock of his property and equipment. That is the time when the hardware merchant might spend a few days to advantage talking over matters personally with the farmer and drawing particular attention to the economy of properly protecting the home, barns and other buildings, and the implements, waggons, etc. Unfortunately many farmers do not readily see the fallacy of leaving implements out in the fields or in improvised shacks during the winter months and as such implements are generally in need of a protecting coat of paint they deteriorate rapidly during one winter of such treatment.

An argument which might be used to advantage on the farmer at this time is the fact that his earnings are decreased due to declining prices of agricultural and dairy products. Every hardware marchant in the rural districts has met with this argument recently. With reduced earnings the farmer will endeavor to increase production, and keep down expenses. The adequate use of paint on the buildings and implements is a good way of keeping down overhead charges due to rapid deterioration and the farmer's work is facilitated by receiving maximum service from all his property and equipment.

Most farmers have realized to some extent the value of paint, but in many cases this is based more on the beautifying effect rather than the preservative value. Too great emphasis cannot be laid on the surface saving qualities of paint at the present time as it is an argument which will bring business when the property owner cannot afford to spend money for appearance alone. To this end every advantage should be taken of the "Save the Surface and You Save All" slogan and the effort which is being put behind this campaign. Some merchants have re-named their paint departments as "Save the Surface" departments, others use the slogan and its meaning generously in their literature and local advertisements, others design the sales talk of their paint salesmen to emphasize the surface saving qualities of paint and to be able to give details concerning the application of various finishes in order to give not only the best appearance but the best preservation.

One Western Ontario merchant shows in his window display a very old door taken from an old building. The finish on this door is old, dirty and seamed with age, but the surface coating applied many years ago has kept the wooden substance of the door in a state of preservation. The merchant used some paint remover on a portion of the door and had it refinished with an attractive grain, highly varnished. The exhibit has proved an effective means of showing both the surface saving quality of paint and varnish and also the beautifying effect. The combination presents a mighty strong argument for the use of these products, for it appeals to a wide range of interests. The man who wants to practise economy, who realizes the value of preserving his property will be attracted by the exhibit showing a portion of the wooden surface of the door preserved without a sign of age after years and years of service. The woman interested in the beautifying of her home will see in the exhibit many new possibilities for renewing of various surfaces in her home. Very few articles can take both ends of such a strong argument as this, and the merchant who is not making the utmost use of each of them is passing up many splendid opportunities for business.

A timely suggestion for stimulating business in the "Save the Surface" Department during the fall, is to make plans for frequently using the local advertising space to drive home some timely argument why paint and varnish should be applied at present; also to plan to spend a certain amount of time out among the prospects. Every merchant who has tried this plan of spending the half holiday each week out among prospects, and of taking certain time off from the store to spend in this way, has found it to bring good results. A lot of interest can be stimulated in every community in Canada this Fall by linking up with the argu-

(Continued on page 50.)

# Demonstrating Helps Varnish Sales

## How One Hardware Merchant Handles Varnish Customers—Effective Sales Talk and Demonstration of Quality Makes Convincing Argument—Selling Varnish Users a Brush Too.

IN a city of six thousand people, there is a retail hardware dealer who knows how to sell paints and varnishes—among other lines that belong in a regular hardware store.

This man started in business about eight years ago. He put in a stock of tools, housekeeping wares, cutlery and other standard lines of what is usually classed as hardware, and built up a reasonably successful business in a couple of years.

One day a travelling salesman called on him with a story about a new varnish for which he claimed a number of exceptional features. He was a real salesman and succeeded in persuading the dealer that it would be profitable for him to put in an assortment of the various items—varnish for exterior and interior work; flat and silk glass; enamel—both regular porcelain finish and in the special gloss effect for extra high finish work.

But the dealer made certain that when the stock arrived he would know how to sell it. So he had the salesman go over all the selling points; had him "demonstrate" how easily it was applied; how far it would spread; how quickly it dried; how hard the finish was; how well it stood up under abuse, such as dropping heavy articles on the floor; pouring hot water on it; walking over the varnished floor with heavy soiled shoes, etc.: He was thoroughly "sold" on the proposition and knew how to "sell" his own salespeople.

The writer was fortunate enough to witness a sale he made a couple of weeks ago, and as his "demonstration" contained a number of interesting features we shall endeavor to relate what took place.

### Handling the Customer

A man and his wife came into the store and were met by this dealer, who, by the way, is so modest that he does not wish his name or town mentioned. They said they wanted to buy some "paint" to fix up the floors and some of their furniture in their home. We will call the dealer Jones and the couple Smith.

Said Jones: "I suppose you want a varnish. Your floors have already been varnished, haven't they?"

Mrs. Smith spoke up: "Yes, and we thought we would try So-and-so's varnish." naming a well known make, heavily advertised in consumer magazines. "You don't carry that line, do you".

"No" replied Jones, "but we have a varnish that I know will do all that is claimed for that other make, and in addition, it will dry in two hours, enough to be dust free, and inside of six hours it will be hard enough to walk on."

"Some other varnishes, I admit, are just as quick driers, but the very fact that makes them harden so quickly also takes the lasting qualities out of them; ours does not suffer from this defect, because it is being used by one of the biggest taxi companies on their automobiles and you know they have to stand a lot of hard usage, going through mud and slush, then being cleaned off with a heavy stream of water and go out again on short notice, in hot or cold weather—and their cars all look nice, as you no doubt know.

"And now I am going to show you something that is very unusual with a varnish as low priced as ours. Once in a while, accidents will happen, and some day, somebody may spill some boiling water over your nicely varnished floor. With the ordinary low priced varnish, you will have a white spot on the floor, but ours does not show any such effect."

With this remark he poured a stream of boiling water on a wide board which was treated with the varnish he was selling. The water was wiped off, and the board showed no signs of the heat. The varnish was as bright and crackless as before the test.

### The Demonstration

"Then there is another point I want you to think of; this varnish, goes one-fifth farther than the ordinary grades of varnish—which means that instead of having to buy five gallons you will only need four.

"And just keep in mind that everything that I have said and done about this varnish is backed up by the strongest kind of a guarantee by the manufacturers. If it does not turn out just as I have told you, there will not be a question or argument—you will get your money back, but we haven't yet been asked to make good on that promise."

Suffice it to say that Jones made the sale, but he did not stop there. The minute the varnish deal was closed and the order noted on his sales book, he led the couple to the brush case and by the same good salesmanship added two high grade brushes to the sale.

After the Smiths had left, I said to Jones: "Do you always 'demonstrate' your varnish when you are making a sale? That takes quite a lot of time."

"Sometimes it isn't necessary, but in this particular case I thought it best—for two reasons:

"First, the woman was half-way committed to that advertised brand, which has quite a reputation, so I figured it was a good policy to prove to her that our line not only is just as good, but actually better.

"Second, Mrs. Smith is quite a woman's organization figure; she has a lot of friends, and when she gets her floors re-finished and her furniture fixed she is going to tell her friends of what she did, and how little it cost her to do it. I am going to cash in on the time I spent with her, in the shape of additional sales to her acquaintances.

"You may wonder why I chose this line rather than the one she mentioned Well, I am satisfied that it will do all that has ever been claimed for it by the makers—in fact, I know now. And then, it costs me just forty per cent less than the other kind, so that I can afford to sell it at the price that I would have had to pay for the——brand and that means a whole lot in these days.

"But if I did not know that ours was really a good varnish, I would not carry it in stock, for a low grade paint or varnish will lose more good will for you in a week than you can create in a month."

### ANNUAL PICNIC OF G. F. STEPHENS & CO.

Winnipeg, Man.—The annual picnic of G. F. Stephens & Co., staff was recently held in Selkirk park and was attended by about two hundred persons. Sporting events of various kinds were indulged in. In addition to the usual programme of races, a fish pond gave much fun to the youngsters and a mystery man provided food for speculation to all. All expenses were borne by the company. M. F. Christie, president of the Company, F. W. Stephens, vice president, and L. C. Stephens, secretary and R. M. Balmer, treasurer, all took an active part in the day's enjoyment and the outing was highly appreaciated by the staff.

### FALL "SAVE THE SURFACE"

(Continued from page 49.)

ments advanced in connection with "Save the surface." The matter rests to a very great extent with the hardware merchants. The summer has been a banner one for the sale of paint and there is no reason why this activity cannot be carried well into the Fall and early winter months. There are many arguments for Fall painting and the potency of the "Save the Surface" argument was never greater than at this season of the year. Another important point to consider is that an active Fall paint trade will make it easier to stimulate next spring's paint business to even greater heights than have been experienced heretofore. Keep the train of paint sales running during the fall and winter months and it will be easier to speed up next spring.

# Barrett Roofings, Cements Industrial Paints etc.

*Everlastic "Rubber" Roofing. Everjet Elastic Carbon Paint*

*Everlastic Liquid Roofing Cement.*

*Plastic Elastigum Patching Cement.*

## Introducing Everlastic Multi-Shingles----(4 Shingles in One)

THE Barrett Company, Limited, which for 75 years has been recognized for its pre-eminence in the manufacture of roofing and roofing materials, is now manufacturing Everlastic *Slate-Surfaced* Multi-Shingles—the newest thing in roofing.

Every home owner wants a roof that is beautiful, durable and not expensive. Multi-shingles have been developed to fill this demand. When laid they look exactly like individual shingles and make a roof worthy of the finest buildings.

The soft, natural-slate shades of red or green furnish color and texture to the roof and at the same time give it great durability, exceptional fire-resistance and freedom from painting. No artificial coloring is used.

Each strip of Everlastic Multi-Shingles is 32¼ inches long by 10 inches high. The self-spacing cut-outs are 8 inches apart and 4 inches deep by ½ inch wide.

They come in strong packages containing enough shingles for one-half square —50 square feet. Each color packed separately. Weight of package, ready for shipment, 90 pounds.

*Be sure to look for the Barrett Everlastic trade mark on every package.*

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S.

*Modern home showing effect secured by use of Barrett Everlastic Multi-Shingles.*

# Weekly Paint Markets

## MONTREAL

MONTREAL, August 30.—In our last issue of HARDWARE & METAL, it was stated that price adjustments in paint, varnishes and specialties would in all probability be made in the near future, and quotations on white lead in oil and putty would be taken care of first, as a corroders' meeting was expected to take place next week. This announcement was based on information gathered among the trade, which now informs us that no definite action will take place until towards the middle of September. Manufacturers state nothing is to be gained by them in the delay, and they are very anxious to reach some new price basis, but owing to the holiday season still on, the postponement was made. However, the later date will still allow the official announcement to be made before the Fall activities commence in earnest.

Linseed oil quotations still hold at previous levels, with the market tone somewhat easier owing to a slack demand, while there is reason to believe the flax market will continue fairly strong. Turpentine is also unchanged this week and expectations are that this product will remain at present figures and fairly steady, allowing of course for slight fluctations either up or down. Window glass is really little changed, producers and importers awaiting the more active movement in the later months. Prices are steady to firm with stocks comparatively low, but these will be replenished to meet the later demands.

### LINSEED OIL MARKET UNCERTAIN

**Montreal.**

With current quotations on linseed oil holding unchanged at previous levels locally, the market condition can readily be stated as; oil weak, but flax fairly firm.

This is the time of year when the oil market is very uncertain. Interest is usually attached to new crop conditions, with the demand for oil always slack. Although new crop prospects this year are anything but promising for an abundance of seed for next season, with lighter crops in certain quarters and decreased acreage, the present demand for oil has its seasonable dullness leaving the market on a weak side. However with crops as reported, a bullish tendency is reflected for the future.

Locally the demand is quiet, recent fluctations of flaxseed offering little encouragement to buyers. However, with the approach of Fall activities, an improvement is looked for. Prices hold at previous levels as follows:

| LINSEED OIL— | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels | 0 90 | 0 92½ |
| 5 to 10 barrels | 0 88 | 0 90½ |

Broken lots add 10c. gal.

### TURPENTINE FLUCTUATES SLIGHTLY

**Montreal.**

Current quotations on turpentine hold at 95 cents, although a price of 92 cents is given for one quarter. This latter price is by no means general and this week again finds turpentine holding fairly steady with little change expected.

Reports from Southern Markets state indications are that the market has been to bottom and while it might waver back and forth from day to day, there is little to justify any marked reduction. The demand is weak at present, this however, is expected at this season, but any improvement in the domestic requirements will tend towards higher prices. The European demand continues fair, new shipments being reported each week. Producers still maintain present levels are below productive cost, but it is stated that buyers purchased turpentine at slightly reduced prices last week, thus it seems producers are anxious to get rid of supplies.

Locally the buying is in small quantities for present requirements, one dealer stating that five gallon cans are now in more prominence in the turpentine market than ever before. Following are local prices:

| TURPENTINE— | Per Imp. Gal. |
|---|---|
| 1 barrel lots | 0 95 |
| 2 to 4 barrel lots | 0 93 |
| Broken lots | 1 05 |

### PUTTY AND WHITE LEAD EASY

**Montreal.**

The official announcement of a price adjustment on white lead in oil and putty is still withheld, awaiting the end of the holiday season. The adjustment however which will be made in all probability towards the middle of September will be in the nature of a revision to lower levels, and in the case of white lead it is hoped to have a stabilizing effect as the market on this product is very unsteady at present. Putty is still in a very quiet period, but new prices will have its result in the rigid direction when the boost commences more active in the Fall months.

### WINDOW GLASS LITTLE CHANGED

**Montreal.**

The week brings forth little change in the market for window glass, sales continuing small with stocks comparatively light. September is expected bring a more active movement however, and stocks are in the meantime being replenished to meet the increased demand. Dealers state that trade conditions do not point to a strenuous activity, but with outside dealers' stocks low and the consuming demand strengthened by building operations, the Fall should show a fairly brisk business.

Although the present net list on glass offers to the trade slightly higher prices than those previously quoted, it is claimed the market is again firm, and higher prices would be more in line than easing off quotations when the busy season commences. Montreal glass list will be found on Current Paint Market page.

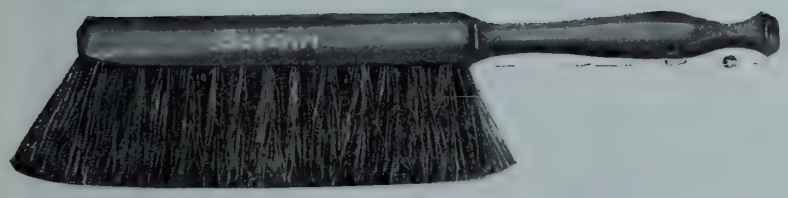
## TORONTO

TORONTO, August 31.—The looked for revisions in prices on white lead, in oil and putty have, so far, failed to materialize; manufacturers of these products stating that any contemplated changes will hardly be announced before the middle of September. It is further intimated that the holiday season has handicapped the producers somewhat is arriving at a conclusion in this direction, through the study of current producing costs and such contributory elements. In the event of price reductions on either white lead in oil, or putty, it is pointed out that such changes are likely to be made in time for the anticipated fall activity, and demand for these lines.

Linseed oil attracts attention on the local paint markets this week, with a reduction of 5c. per gallon. This change was not altogether unexpected in some quarters, as it is stated that the demand for linseed oil has fallen off somewhat of late. However, the fluctuations in prices on flax seed have also contributed to the instability of linseed oil quotations, and will likely continue to do so, to some extent, until the proportion of the season's crop is assured.

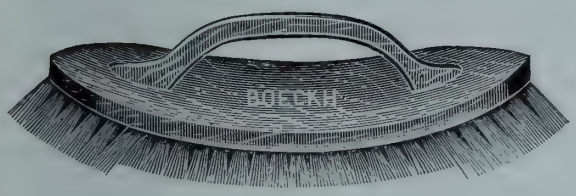
Turpentine prices are also easier in some quarters, but the nominal quotations on the local market have remained unchanged. It is noticed that southern primary markets registered a decline of 2½c. per gallon, and while this situation has not been reflected in some instances, the degree of local stocks and

(Continued on Page 54)

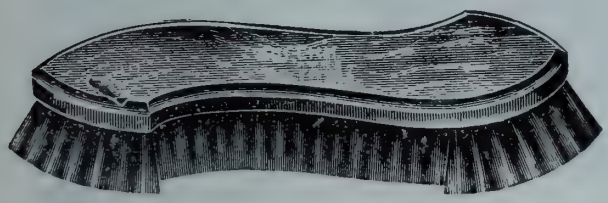


# BOECKH'S

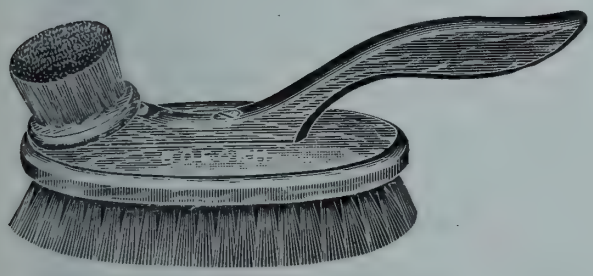
## Household Brushes




*Store Brush*



*Shaped Pattern Scrub*



*Handled Shoe Brush*

The Boeckh Household Brushes shown here are merely examples of the great variety described in our catalogue.

The Stove Brush is the double wing, pointed pattern. The Scrub Brush is an example of the shaped-pattern scrub. A handled, oval block shoe brush, with dauber, is also shown.

These are staunch, well-made brushes up to the well-known Boeckh standard of quality in every way. For quality, durability and service they cannot be excelled. They are all nicely finished and varnished, and appeal to housewives through the excellent labor-saving designs.

Write for Boeckh's Brush Catalogue.

**The Boeckh Company, Ltd.**

**Toronto, Canada**

**Established 1856**

## TORONTO PAINT MARKETS

(Continued from page 52)

the current demand are said to be contributory elements to price determination. However, producers of turpentine are evidently in excess of consumption, and as is usually the case when receipts are greater than sales, stocks are accumulating on the markets.

Prevailing orders for glass continue to become slightly more numerous, and while no great volume of activity has yet been recorded, the current improvement is heralded in some quarters as an indication of normal fall trade in this line. Plate glass is still said to be somewhat scarce, while the same is reported on certain larger sizes of double-diamond. Stocks of window glass in the hands of distributors and merchants generally, however, are said to be in a fair condition to meet average requirements.

## PRICE DECLINE ANNOUNCED ON LINSEED OIL

**Toronto.**

Linseed oil prices are again changed this week, a decline of 5c. per gallon having been announced. This brings the current quotation down to 95c. per gallon for boiled, and 92c. per gallon for raw, in one to two barrel lots.

While easier quotations than these have appeared on local markets, yet the average reduction is given as five cents per gallon, and the future trend of this market is awarded with interest. Flax seed prices have not been materially altered, but a decided slackening in the demand for linseed oil has been recently recorded. One distributor expressed the opinion that the smaller flax acerage this year, coupled with the reduced seed crops on southern producing centres would serve to maintain a fairly firm undertone, and further declines of a market extent are not generally looked for because of this fact. However, while the current price of flax seed is a primary factor, yet the prevailing demand for oil is also of importance. The new quotations follow:

LINSEED OIL—

| | Raw. | Boiled. |
|---|---|---|
| 1 to 2 barrel lots, per gal. ..... | 0 92 | 0 95 |
| 3 to 5 barrel lots,. per gal. .... | 0 91 | 0 94 |
| 6 to 9 barrel lots, per gal. .... | 0 89 | 0 92 |

Less barrels, add 15 cents per gallon.

## TURPENTINE RECEIPTS GREATER THAN SALES ON PRIMARY MARKETS

**Toronto.**

While local prices on turpentine are remaining fairly steady, yet a tendency towards lower levels is still noted in some quarters. Reports from southern markets indicate that prices have slightly declined, and while this situation has not been immediately reflected in local conditions or prices, yet primary market considerations are of interest at this time. One dealer expressed the opinion that with the receipts from producers now being greater than the sales, the stocks on the markets are thus accumulating, and prices are therefore in danger of showing corresponding declines.

On the other hand, it is said that the life of the southern turpentine markets at present depends upon the foreign demand, for domestic consumers are ascribed as failing to disclose any great interest. Nominal quotations follow:

TURPENTINE.

| | |
|---|---|
| 1 barrel lots, per Imp. gal. ... ... .... | 1 00 |
| 2 to 4 barrel lots, per Imp. gal. .... | 0 99 |
| 5 gallon lots, per Imp. gal. .... .... | 1 15 |

## HOLD EXECUTIVE MEETING

The executive committee of the Ontario Retail Hardware Association held a meeting in the King Edward Hotel, Wednesday afternoon, August 31st. Matters relative to the future activities of the organization were discussed, while the coming annual convention received a fair share of consideration. Secretary W. P. Macpherson reports an enthusiastic outlook for the prospective season.

Among other things, it was decided to hold the Annual Convention at Hamilton, during the week commencing February 13. The opening session will be scheduled for Tuesday, Feb.14, and separate committees were appointed to take charge of the various activities in connection with the convention preparations. Owing to some difficulties in heating the new Armories, the same building as was occupied at the last convention will again be available. The number of exhibit booths will be greatly increased, and with a steady increase in the association membership recorded during recent months, a most successful gathering from every viewpoint is anticipated.

## INFERIOR BINDER TWINE ON PRAIRIES

Winnipeg—Large quantities of inferior binder twine are said to be coming into Western Canada from south of the line. The authorities turned back one hundred thousand pounds in the week according to reports because it did not comply with the standard which calls for five hundred and fifty feet smooth twine devoid of knots to the ball, fifty pounds to the sack. This particular shipment was prison made, but was rejected because it was inferior. The harvest in concluded in the United States when Canada's is still on and it is said they ship the surplus here, especially the inferior grades, for which the standard price is charged.

## TO MANUFACTURE AUTO' PARTS.

St. Catharines, Ont.— J. Burchall, formerly superintendent McKinnon Columbus Chain Company and McKinnon Industries Limited, has formed a new company known as the United Chain and Manufacturing Company at 114 Queenston Street, St. Catharines and will manufacture tire chains and automobile parts.

## STEEL PRICES NOT YET STABILIZED

(Continued from page 42)

the current markets. Buyers and consumers have been purchasing for immediate requirements only, and having adopted the method of frequent small orders, there is no longer any necessity to have "confidence" in prevailing conditions for any considerable period. Present specifying covers material which is generally out of the way in a few weeks, and if prices are again lower by that time, the absence of surplus stocks reduces possible losses from this source to a minimum.

### Steadier Basis in View

On the whole, prices appear to be heading toward a much steadier basis, and while comparisons with pre-war price levels will doubtless continue to be made, yet it must be remembered that quotations prevailing during the latter end of 1914, on both iron and steel, were at an unusually low ebb. The demand for steel is likely to be contingent upon the current prices, for very little business is being done at the higher levels, while the lower levels and keen competition go hand in hand. Consequently buying remains strictly of a hand-to-mouth character, and future stabilization of prices continues to be the one dominant factor before buyers of steel will again come forward with any degree of freedom.

## CONTROVERSY ON GAS PRICES

(Continued from page 35)

oline, lacking any actual superiority, at prices extending from three to eight cents above the price of the former. This circumstance indicates that the matter of the price of gasoline is not of great concern to a large number of people. The general consumer, however, who is vitally interested in considerations of efficiency and price is today able to buy in this country gasoline at a margin over actual cost certainly no greater and sometimes less than that confronting the American consumer. This condition exists in spite of the fact that refining costs are much higher in Canada than in the United States and that practically all our gasoline is made in our own refineries by Canadian Workmen."

## BUILDERS HARDWARE ACTIVE

London, Ont.—Fall building promises to be unusually brisk and a large number of new dwellings have been started in the last few days which have been held up all spring and summer. There is a large volume of work planned here, but owing to the lateness of the season it is unlikely that several of the bigger jobs will go ahead as it would be impossible to complete them before the winter. An active demand for builders hardware and supplies is reported with prospects of it continuing throughout the fall.

"Save the surface and you save all" *Paint & Varnish*

# Paint Performance

Sell your customers paint performance—not price. Sell them protection for a term of years, not merely paint by the gallon. Sell them satisfaction by selling them **Glidden.**

Glidden Endurance Paint is a lead and zinc paint—a prepared paint having just the right proportions of those paint pigments and paint liquids that produce enduring ability. Not the cheapest paint you can get per gallon, but by far the most economical when you figure the number of years it lasts.

Now is the time to stock up. Write us to-day for our proposition.

**THE GLIDDEN COMPANY, LIMITED**

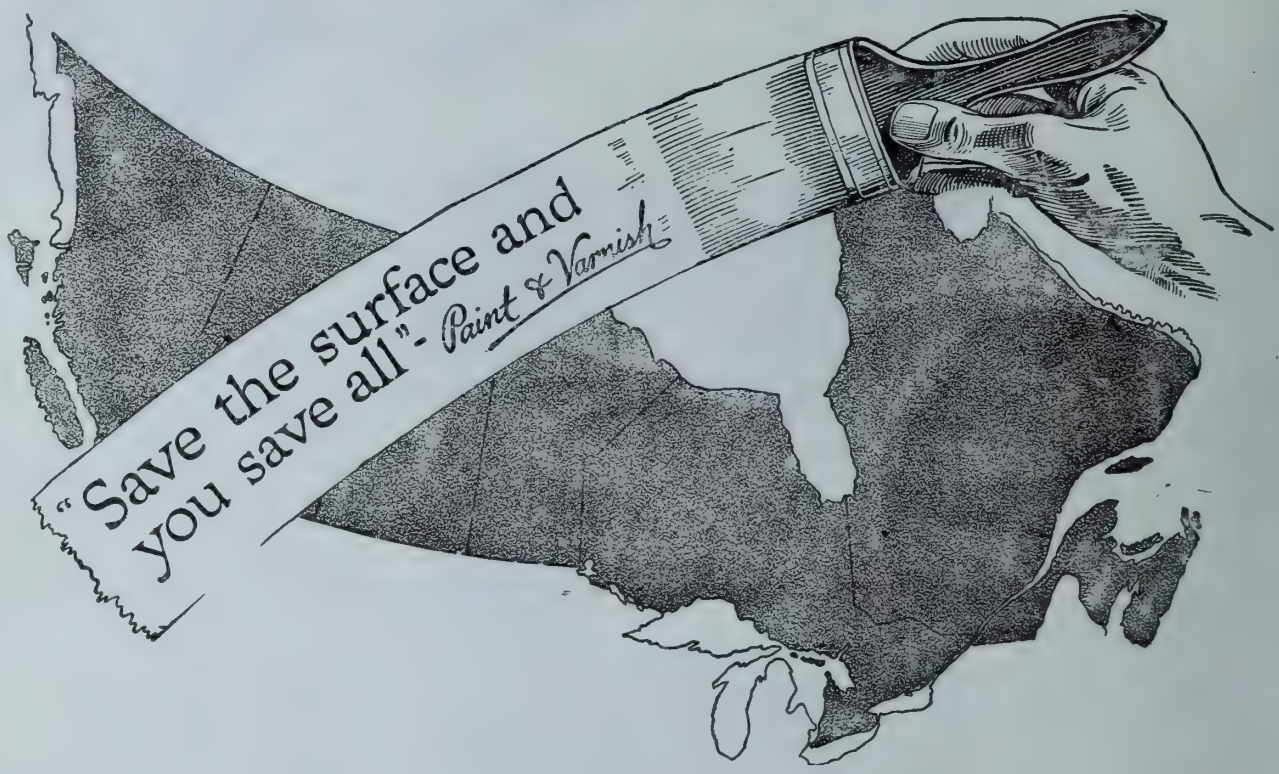
**TORONTO, ONTARIO**

*Branches at Montreal and Winnipeg*

GLIDDEN

EVERYWHERE ON EVERYTHING

# SPREADING THE IDEA BROADCAST




Due to the Save the Surface advertising there has been a tremendous increase in the demand for paint and varnish. Houseowners are painting and varnishing as never before. The value of surface preservation is being brought home to them.

The field for the sale of Paint and Varnish is being broadened and the way is open to even greater opportunities. We have just begun. As the Save the Surface Campaign goes forward the paint and varnish market will undoubtedly increase. The two go hand in hand. Clear thinkers—men with forward vision—know this. They are in the campaign heart and soul, but they alone are not enough. Every retail distributor in the Paint and Varnish Industry must put his shoulder to the wheel. We must and shall go forward. Widespread co-operation will make a powerful industry.

To effectively tie up your efforts with the Save the Surface Campaign, use the slogan in all your advertising. Write for a copy of "Selling Surface Protection" (if you have not already received one). This booklet illustrates and explains many ways by which dealers can cash in on the great "Save the Surface" Campaign.

"SAVE THE SURFACE AND YOU SAVE ALL"—Paint and Varnish.

**SAVE THE SURFACE CAMPAIGN COMMITTEE**

**509 Royal Trust Chambers, St. James St., Montreal**

# The Agate Family

No stock is complete without this wonderful little family of Home Protectors and Beautifiers. All of the same high quality and reputation as Ramsay's Agate Floor Varnish.

This little family can be used in the home every day of the year. Think what that means to you and then write for our proposition, either to us, our Branches or our Distributors.

## A. RAMSAY & SON CO.

*The All-Canadian Manufacturers of Paint and Varnish Since 1842*

**MONTREAL**

**Toronto**
49 Colborne Street

**Winnipeg**
123 Bannatyne Ave. East

**Vancouver**
167 Pender St. West

*Edmonton District Distributors*
Revillon Wholesale Limited
Edmonton

*Nova Scotia Distributors*
James Simmonds, Limited
Halifax, N. S.

*Calgary District Distributors*
The McDonald-Baker Co.
818 8th Ave. W., Calgary

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION, DOMINION

| | Blk. List. | Lesmok List. | Smkless. List. |
|---|---|---|---|
| 22 Short ... | ..... | $10 00 | 10 70 |
| BB Caps ... | ..... | ..... | $ 7 00 |
| 22 S. Mush .. | ..... | ..... | 11 50 |
| 22 Long .... | ..... | 12 00 | 15 00 |
| 22 L. Mush. . | ..... | ..... | 16 00 |
| 22 L. R., do. | ..... | ..... | 18 70 |
| 22 L. Rifle ... | .... | 14 00 | 17 50 |
| 25 Short ... | $23 50 | ..... | ..... |
| 25 Long ... | 33 00 | ..... | ..... |
| 32 Short ... | 23 50 | ..... | ..... |
| 25/20 ... ... | 56 00 | ..... | 70 00 |
| 25 Colt Auto. | .... | .... | 58 00 |
| 30 Mauser . | ..... | ..... | 91 00 |
| 32 S. & W.. | 38 50 | ..... | 42 00 |
| 32 S. Colt .. | 38 50 | ..... | ..... |
| 32 Colt Auto. | ..... | ..... | 68 00 |
| 32/20 ... .. | 56 00 | ..... | 70 00 |
| 38 S. & W. . | ..... | ..... | 54 50 |
| 44 G. Getter . | ..... | ..... | 66 50 |
| 44/40 ... .. | 66 50 | ..... | 84 00 |
| 455 Target . | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross .... | ..... | ..... | 209 00 |
| 25/35 ..... | ..... | ..... | 125 50 |
| 30/30 .... . | ..... | ..... | 144 50 |
| 303 Savage . | ..... | ..... | 144 50 |
| 303 British . | ..... | ..... | 190 00 |
| 32/40 .... . | 102 50 | ..... | 121 50 |
| 32 Special ... | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. .... | ..... | ..... | 190 00 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 35 Rem. Rim | ..... | ..... | 159 50 |
| 38/55 .. .. | 125 50 | ..... | 152 00 |
| 45/70-405 .. | 133 00 | ..... | ..... |

Dominion Ammunition—Discount 30/20%.

### AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AXES

| | | |
|---|---|---|
| Boys' Axes ..... | 14 25 | 15 50 |
| Hunters' Axes .... | 12 00 | 13 50 |
| Single Bits, doz. . | 18 00 | 19 50 |
| Double Bit ..... | 23 50 | 24 00 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2... | $ .25 | Group 3... | $ 50 |
| Group 4... | .75 | Group 5.... | 1.00 |
| Group 6... | 1.25 | Group 7.... | 1.75 |

Axes, Bench, 45 per cent. off list.

### BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

### BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
F.O.B. Montreal.

### BITS, AUGER

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3-16.... | $ 6.00 | 18-16.... | $12.00 |
| 4-16.... | 5.00 | 19-16.... | 14.00 |
| 5-16.... | 5.00 | 20-16.... | 14.00 |
| 6-16.... | 5.00 | 21-16.... | 16.00 |
| 7-16.... | 5.00 | 22-16.... | 16.00 |
| 8-16.... | 5.00 | 23-16.... | 18.00 |
| 9-16.... | 6.00 | 24-16.... | 18.00 |
| 10-16.... | 6.00 | 25-16.... | 21.00 |
| 11-16.... | 7.00 | 26-16.... | 21.00 |
| 12-16.... | 7.00 | 27-16.... | 24.00 |
| 13-16.... | 8.25 | 28-16.... | 24.00 |
| 14-16.... | 8.25 | 29-16.... | 27.00 |
| 15-16.... | 9.50 | 30-16.... | 27.00 |
| 16-16.... | 9.50 | 31-16.... | 30.00 |
| 17-16.... | 12.00 | 32-16.... | 30.00 |

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do., bar bits, add 7½ per cent.
Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers, add 5%.

Irwin auger bits, list plus 5%.
Irwin car bits, discount 5% off.
F.O.B. Toronto, Montreal, London and Hamilton.

### BOARDS, BAKE

| | ⅜ Rim. | ¾ Rim |
|---|---|---|
| 0—16 x 22 Doz. .... | $ 8 90 | $12 50 |
| 1—18 x 24 doz. .... | 10 78 | 12 80 |
| 2—18 x 29 doz. .... | 12 10 | 14 75 |
| 3—20 x 30 doz. .... | 13 86 | 17 75 |

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1, Daisy ..... | $38 00 |
| No. 10, Daisy ..... | 43 00 |
| No. 33 ..... | 21 00 |
| No. 35 ..... | 38 00 |
| No. 36 ..... | 43 00 |
| Perfection ..... | 48 00 |

### BOARDS (Wash) Zinc.

| | Dozen |
|---|---|
| Baby Globe ..... | $ 3 00 |
| Beaver (brass) ..... | 9 00 |
| Canada Glass ..... | 9 00 |
| Competition Globe (metal).. | 5 90 |
| Diamond King (glass) ..... | 8 75 |
| Enamel Queen ..... | 9 50 |
| Glass Globe ..... | 8 75 |
| Improved Globe ..... | 5 85 |
| Jubilee ..... | 7 15 |
| Neptune ..... | 6 50 |
| Newmarket King ..... | 7 15 |
| Pony ..... | 2 70 |
| Royal Globe ..... | 6 00 |
| Solid Back Globe ..... | 7 25 |
| Standard Globe ..... | 6 00 |
| Supreme Zinc ..... | 6 50 |
| Western King (enamel) ..... | 9 50 |

F. O. B. Newmarket.

### BOILERS (Range)

| | each |
|---|---|
| 30-gal., standard ..... | 8 75 |
| 30-gal., extra heavy ..... | 11 50 |

Prices nominal.

### BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ¾ in. dia. and longer lengths, 20%.
Carriage Bolts ($1 list). 7-16 in. dia, and larger, 20 %.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 45%
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 30%.
Machine Bolts, 7-16 in. dia. and larger, 35 %.
Sleigh Shoe Bolts, all sizes, 20%.
Coach and Lag Screws, 40%.
Bolt Ends, 35%.
Square Head Blank Bolts, 35%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 30%.
Elevator Bolts, large head, 20%.
Elevator Bolts, corrugated heads 50%.
Fancy Head Bolts, 20%.
Shaft Bolts, ($3 list), 20%.
Step Bolts, large head ($3 list) 20%.
Whiffletree Bolts, 20%.
Tire Bolts, 50%.
Stove Bolts, 65%.
Nuts, 2 in. and smaller, square Blank, add to list, 50 cents.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.00.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.00.
Tapped, add to list, $1.50.
Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2%.

### BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

### BRASS

| | Base |
|---|---|
| Sheets, base, Montreal ..... | 0 27 |
| Do., Toronto ..... | 0 27 |
| Rods, base ½ to 1 in., round, Montreal ..... | 0 25 |
| Do., Toronto ..... | 0 27 |
| Tubing, seamless, base, Montreal ..... | 0 35 |
| Do., Toronto ..... | 0 34 |

F.O.B. Montreal and Toronto.

### BROOMS

| | Doz. |
|---|---|
| No. 5, 4 strings..... | $ 6 65 |
| No. 5, standard..... | 7 50 |
| Little Beauty ..... | 9 40 |
| Royal Blue ..... | 13 90 |

### BUTTS

| | Wrought Steel— |
|---|---|
| No. 840 ..... | Net |
| No. 800 ..... | Net |
| No. 838 ..... | Net |
| No. 808 ..... | add 10% |
| No. 804 ..... | less 10% |
| No. 802 ..... | Net |
| No. 810 ..... | add 25% |
| No. 814 ..... | add 25% |

F.O.B. Toronto, Montreal, London, Hamilton.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### CEMENT

Quotations withdrawn. Prices on application.

### CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

### CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

### CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

### CLOCKS—ALARM—

| | each |
|---|---|
| Big Ben ..... | $ 3 75 |
| Good Morning, each ..... | [illegible] |
| Lookout ..... | 2 05 |
| Sleepmeter ..... | 2 25 |

### CLOTHES BARS AND DRIERS

| | Per doz. |
|---|---|
| Clothes Bars, No. 1 ..... | 14 40 |
| No. 2 ..... | 19 00 |
| No. 3 ..... | 14 40 |
| No. 4 ..... | 11 00 |
| No. 5 ..... | 16 00 |
| No. 6 ..... | 13 00 |

### CLOTHES HORSE, Etc.

| | Folding | Exten. |
|---|---|---|
| 4 ft. ..... | $13 50 | $27 00 |
| 5 ft. ..... | 17 00 | 34 00 |
| 6 ft. ..... | 20 00 | 40 00 |

### CLOTHES LINES (Galvanized)

| No. | 1,000 ft. |
|---|---|
| 18—100 ft. lengths ..... | $6 50 |
| 18—50 ft. lengths ..... | 7 10 |
| 19—100 ft. lengths ..... | 5 50 |
| 19—50 ft. lengths ..... | 6 75 |

F.o.b. Montreal, Toronto, London.

### COBBLER SETS

Common, per set ..... $1 35

### CLOTHES LINE REELS

| | Doz. net |
|---|---|
| No. 3 ..... | $20 [illegible] |
| No. 3½ ..... | 21 [illegible] |
| No. 4 ..... | 28 30 |

### COIL CHAIN

| | Fireweld | Proof B.B B. |
|---|---|---|
| 5-16 inch ..... | ..... | 19 40 |
| ⅜ inch ..... | 15 30 | 16 55 |
| 7-16 inch ..... | 13 15 | 16 [illegible] |
| ½ inch ..... | 12 75 | 15 75 |
| ⅝ inch ..... | 12 00 | 13 65 |
| ¾ inch ..... | 11 25 | 13 40 |
| ⅞ inch ..... | 10 80 | 13 00 |
| 1 inch ..... | 10 40 | 12 60 |

F.O.B. Montreal and Toronto.

| | Electric Proof | Weld |
|---|---|---|
| 7-16 in. ..... | 11 25 | 13 2[illegible] |
| ½ in ..... | 11 00 | 12 [illegible] |
| ⅝ in. ..... | 11 25 | 12 8[illegible] |
| ¾ in. ..... | 11 00 | 12 5[illegible] |
| 3-16 in. ..... | $17 80 | $20 2[illegible] |
| ⅜ in. ..... | 11 75 | 13 [illegible] |
| ¼ in. ..... | 16 25 | 18 7[illegible] |
| 5-16 in. ..... | 13 75 | 15 5[illegible] |

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.: F.o.b. Montreal, Toronto, Hamilton, London.

### COMBS—CURRY—

| | Doz. |
|---|---|
| No. 111 ..... | $2 00 |
| No. 121 ..... | 2 20 |
| No. 127 ..... | 2 90 |

### CATTLE—

| | |
|---|---|
| 98 ..... | $2 60 |
| 106 ..... | 3 70 |

F.O.B. Montreal, Toronto, Hamilton, London.

### COPPER—

| | Mont. Base | Toronto Base |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. .... | 0 32 | 0 32 |
| Soft sheets, plain, 16 oz. and heavier, lb. | 0 32 | 0 32 |
| Plain Tinned, 16 oz. and heavier, lb. . | 0 37 | 0 40 |
| Polished and Tinned 16 oz. and heavier, lb. ... ..... | 0 42 | 0 45 |
| Tubing, lb. ..... | 0 36 | 0 37 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COPPERS, SOLDERING—

Base, 8 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. ..... | $0 52 |
| No. 7, lb. ..... | 0 51 |
| Nos. 8, 9, 10, 12..... | 0 50 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CROWBARS

Per 100 lbs.—Montreal, $9.00; Toronto, $9.50; London, $9.75.

### DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

| | |
|---|---|
| 2 ft. 6 in., doz. ..... | $45 00 |
| 2 ft. 8 in., doz. ..... | 45 60 |
| 2 ft. 10 in., doz. ..... | 46 70 |
| 2 ft. 7 in., doz. ..... | 46 80 |

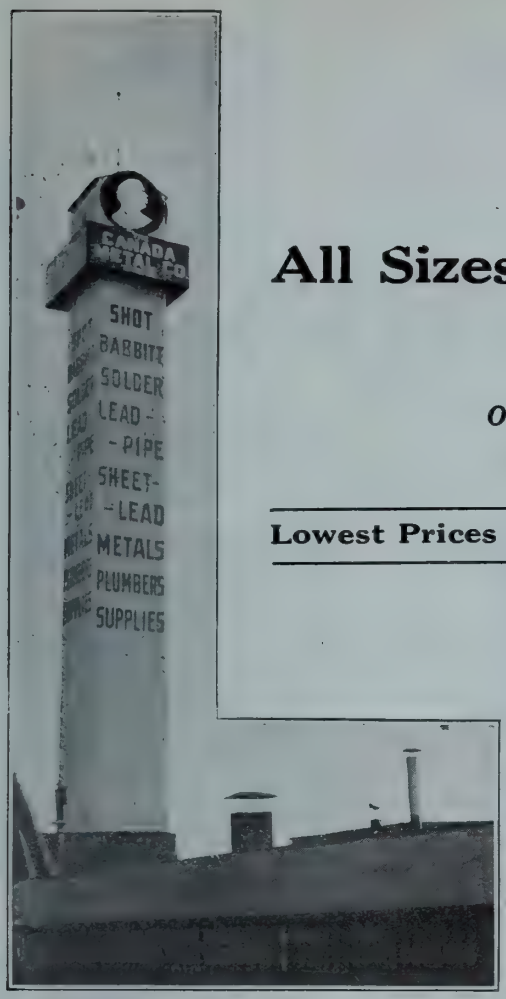
### DRILLS—

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank

| | List each. | | |
|---|---|---|---|
| ⅛..... | $0.45 | 19/32..... | $1.20 |
| 5/32..... | .45 | ⅝..... | 1.30 |
| 3/16..... | .50 | 21/32..... | 1.40 |
| 7/32..... | .55 | 11/16..... | 1.50 |
| ¼..... | .60 | 23/32..... | 1.60 |
| 9/32..... | .65 | ¾..... | 1.70 |
| 5/16..... | .70 | 25/32..... | 1.80 |
| 11/32..... | .75 | 13/16..... | 1.90 |
| ⅜..... | .80 | 27/32..... | 2.00 |
| 13/32..... | .85 | ⅞..... | 2.10 |

(Continued next page.)




# SHOT

**All Sizes** **25 lb. Bags**

**Kegs or any weight**

***Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.***

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

---

Watch For Our Ad Featuring

**Hardware and Building**

## CASTINGS

In next week's space. We also make K-T Cobbler Sets, Window Weights, Coal Chutes Clean Out Doors, Clothes Reels, Horse Weights, Well Wheels and Clothes Line Pulleys.

## The Katie Foundry

Galt, Ontario

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When Writing to Advertisers Kindly Mention This Paper

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# CARTER'S

Always Recommend

## CARTER'S GENUINE DRY RED LEAD

It is worth recommending. A highly oxidized and very finely ground Red Lead that is always pure, always uniform and very economical. The best protection paint for metal work, railway and marine work, steam pipes, etc.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are of a similar high quality. Write for prices and particulars.

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**

**DRILLS**—Continued

| | | | |
|---|---|---|---|
| 7/16 | .90 | 29/32 | 2.20 |
| 15/32 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

**BIT STOCK**, list per doz., less 45%.

| | | | |
|---|---|---|---|
| 3/32 | $2.70 | ⅝ | $8.50 |
| ⅛ | 3.00 | 7/16 | 10.50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4.00 | 9/16 | 15.50 |
| 7/32 | 4.50 | ⅝ | 18 00 |
| ¼ | 5 00 | 11/16 | 21.00 |
| 9/32 | 6.00 | ¾ | 24 00 |
| 5/16 | 7 00 | ⅞ | 30.00 |

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

**EMERY CLOTH**
See under Sandparer.

**ENAMELWARE**
See prices under heading Wares.

**FILES AND RASPS**
Discounts below apply to list of Nov. 1, 1899.

| | |
|---|---|
| Great Western, Amer. | 50% |
| Kearney, Foot, Arcade | 60\|5% |
| J. Barton Smith, Eagle | 55% |
| P. H. and Imperial | 60 5% |
| Globe | 60\|5% |
| Nicholson | 35% |
| Black Diamond | 35% |
| Delta Files | 20% |
| Firth Files | 50% |

F.o.b. Toronto, Montreal, London and Hamilton.

| **FITTINGS**— | Mont. | Tor |
|---|---|---|
| Cast iron fittings | 20% | 20% |
| Malleable bushings. | 30% | 30% |
| Cast bushings | 30% | 30% |
| Unions | 40% | 40% |
| Flanged unions | 20% | 20% |
| Plugs, cast iron | 30% | 27½% |
| Plugs, solid | .... | 10% |
| Plugs, countersunk | net | net |
| Couplings, 4 in. and under | 25% | 25% |
| Do., 2½ in. and larger | 5% | 5% |

| **POUND GOODS**— | Blk. | Galv. |
|---|---|---|
| Class— | Montreal | |
| A | .... | .... |
| B | 0 20 | 0 28 |
| C | 0 13 | 0 20 |
| | Toronto | |
| A | 0 60 | 0 75 |
| B | 0 24 | 0 34 |
| B | 0 15 | 0 24 |

**NIPPLES, WROUGHT**
Close and short, 4 in. and under, 45%, 4½ and larger, 35%; long, 4 in. and under, 55%, 4½ in. and larger, 45%; running thread, 4 in. and under, 25%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

| **GRINDSTONES**— | Per 100 lbs. |
|---|---|
| Under 50 lbs., 1½ to 1¾" face | 5 00 |
| Under 50 lbs., 2¼ to 3" face | 4 25 |
| Over 50 lbs., 2¼ to 3" face | 4 00 |
| Bi-Treadle, each | 9 75 |
| Cycle BB | 8 75 |

| **GRINDSTONE FIXTURES** | Doz. |
|---|---|
| No. 22 | $9 60 |
| No. 33 | 9 95 |
| No. 2½ | 11 90 |
| No. 3 | 12 00 |

F.o.b. Toronto.

| **HALTERS, LEATHER** | Doz. |
|---|---|
| Russett rope tie, 1 in. | .... |
| Black, rope tie, 1 in. | .... |
| Black, rope tie, 1¼ in. | .... |
| No tie, 1 in. | .... |
| No tie, 1¼ in. | .... |

**HALTERS, ROPE**

| | Per Grs. |
|---|---|
| Sisal, 7-16 in. | $22.75 |
| Do., 9-16 in. | 35.00 |
| Jute, 7-16 in. | 22.75 |
| Do., 9-16 in. | 35.00 |

**HAME FASTENERS**

| | Per Doz. |
|---|---|
| Dodson | $4 60 |

| **HAMMERS, NAIL** | Doz. |
|---|---|
| No. 21 | $14 00 |
| No. 1 | 19 00 |
| Nos. 1½, 61½ | 18 75 |

| **HAMMERS, SLEDGE** | |
|---|---|
| Can. 2-2½ lbs., cwt. | $25 00 |
| Do., 3-4½ lbs. | 23 00 |
| Do., 5 lbs. and over | 16 00 |
| Masons, 2-2½ lbs. | 31 50 |
| Do., 3-4½ lbs. | 28 25 |
| 5 lbs. and over | 23 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

| **HAMMERS, STRIKING** | |
|---|---|
| No. 38, No. 46, 5 lbs. and over | $16 00 |

| **HAMMERS, MACHINIST** | |
|---|---|
| No. 30, 1-lb. | $12 60 |
| No. 30, 1¼-lb. | 13 50 |

Net.

**HANDLES (WOOD)**
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

**HANGERS, BARN AND PARLOR.**
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

| | List |
|---|---|
| Atlas No. 0 | $13 35 |
| Do., No. 1 | 13 80 |
| Do., No. 2 | 15 85 |
| Stearns, 4 in. | 12 80 |
| Do., 5 in. | 16 00 |
| Perfect, No. 1 | 10 50 |
| Canada | 13 25 |
| Hatch | 13 25 |
| National | 15 00 |
| America | 19 00 |
| Great West | 30 00 |

| **HATCHETS, LATHING** | Per Doz. |
|---|---|
| No. 3 | $10 25 |
| No. 4 | 11 25 |

| **HATCHETS, SHINGLING** | |
|---|---|
| No. 1 | $10 25 |
| No. 2 | 11 25 |

| **HATCHETS, BARRELLING** | |
|---|---|
| Nos. 50, 60 | $15 75 |

| **HATCHETS, CLAW** | |
|---|---|
| No. 7 | $12 25 |
| No. 8 | 13 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

| **HEATERS, ELECTRIC** | |
|---|---|
| Glower Heater | $12 00 |
| Heatray Heater | 14 00 |

Discount 22%-33%, according to quantity.

| | |
|---|---|
| Majestic, 1 Burner | $11 50 |
| Do., 2 Burner | 17 50 |

Discount 27½%.

| | |
|---|---|
| Universal | 13 80 |

Discount 20 and 5%.
F.o.b. Toronto.

| **HINGES, SPRING** | |
|---|---|
| No. 200 and No. 20, per doz. | $ 2 00 |
| Ajax Floor No. 3111, per set | 1 85 |
| Reliance Door No. 270. | |
| Light, per doz. | 3 15 |
| Medium, per doz. | 4 20 |
| Heavy, per doz. | 6 40 |

**HINGES, TEE AND STRAP**

| Heavy in Bulk. | Strap Doz. pairs. | Tee |
|---|---|---|
| 4 inch | $3 00 | $2 55 |
| 5 inch | 3 70 | 3 20 |
| 6 inch | 4 00 | 3 60 |
| 8 inch | 5 40 | 4 10 |
| 10 inch | 9 60 | 7 30 |
| 12 inch | 11 90 | 11 60 |
| 14 inch | 13 60 | 11 80 |

Discount 35%.

| Light. Net Prices. | | |
|---|---|---|
| 3 inch | $0 90 | $0 90 |
| 4 inch | 1 08 | 1 00 |
| 5 inch | 1 26 | 1 17 |
| 6 inch | 1 53 | 1 35 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

| | |
|---|---|
| **HOES.** Grub | $9 75 |

| **HOOKS, GRASS** | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 90 | $7 50 |
| No. 3, per doz. | 5 00 | 8 00 |
| No. 4, per doz. | 5 10 | 8 50 |
| Little Giant, | 8 00 | ... |
| Barden Patent | 8 00 | .... |

F.o.b. Montreal, Toronto.

| **HORSESHOES** Patterns | Sizes made | Price per keg No. 2 and larger | No. 1 and smaller Less 20c |
|---|---|---|---|
| Light iron | 0-7 | $7.75 | $8.00 |
| Long heel light iron | 3-7 | 7.75 | |
| Medium iron | 1-8 | 7.75 | 8.00 |
| Heavy iron | 6-8 | 7.75 | |

| | | | |
|---|---|---|---|
| Snow | 1-6 | 8.00 | 8.25 |
| New-light "XL" steel | 1-6 | 8.20 | 8.45 |
| Featherweight "XL" steel | 0-4 | 9.60 | |
| Special-countersunk | 0-4 | 10.10 | ... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

| **HOSE, LAWN** | Toronto |
|---|---|
| Corrugated, ½ in., 100 ft. | $19 00 |
| Do., ⅝ in., 10 ft. | 21 50 |
| Do., ¾ in., 100 ft. | 25 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**IRON AND STEEL**
See weekly report.

**IRON, TINNED**
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

| **IRONS (SAD)** | |
|---|---|
| Potts, polished, per set | $2 18 |
| Potts, nickel plated, per set | 2 30 |
| Potts handles, japd., doz. | 2 15 |
| Common, No. 1, 4 and 5 lbs. | 18 00 |
| Do., 6 lbs. and up | 17 00 |

F.o.b. Montreal.

**IRONS, ELECTRIC**
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

| **KNIVES, HAY** | |
|---|---|
| Spear Point | $19 00 |
| Lightning | 17 50 |
| Heath's | 17 50 |

**LADDERS, ETC.**

| **Step Ladders** | Per ft. |
|---|---|
| Standard | 0 46 |
| Household | 0 30 |
| Shelf Lock, 4 to 8 ft. only | 0 32 |
| Faultless, 4 to 8 ft. only | 0 46 |
| Do., 10, 12 and 14 ft. | 0 51 |
| **Single and Fruit Picking** | |
| 10 ft. to 16 ft. | 0 30 |
| 18 ft. to 20 ft. | 0 31 |

F.o.b. Toronto, Hamilton, London,

| **Roped and Straight Extension Ladders** | |
|---|---|
| 20 to 32 ft. | 0 32 |
| 36 to 44 ft. | 0 35 |
| Over 44 ft. | 0 43 |
| Special quality, 20 to 40 ft. | 0 40 |
| Three section extension | 0 40 |

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

| **LANTERNS.** | Per doz. |
|---|---|
| Short or Long Globe, plain or jap'd | $12 00 |
| Dash, plain | 18 75 |
| Do., Japd | 19 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES**

| Cold Blast, Short or Long | |
|---|---|
| 1 doz. cases | $1 65 doz. |
| 3 doz. cases | 1 55 doz. |
| 6 doz. cases | 1 35 doz. |
| Cold blast, genuine ruby | 5 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

| **LATCHES**— | Per doz. |
|---|---|
| Steel Thumb, No. 2 | $2 10 |
| Do., No. 3 | 3 15 |
| Do., No. 4 | 4 70 |
| Barn Door, No. 5 | 3 30 |
| Do., No. 9 | 3 50 |

F.o.b. Montreal, Toronto, London.

**LEAD**—
For pig lead and lead and zinc products see weekly report.

| **MACHINES (WASHING)**— | List each. |
|---|---|
| Dowswell | $12 75 |
| Noiseless | 17 50 |
| Hamilton | 14 00 |
| Peerless | 14 50 |
| Snowball | 19 50 |
| New Century, style A | 19 75 |
| New Century, style B | 21 75 |
| New Century, Electric | 160 00 |

| | List each |
|---|---|
| Playtime, engine drive | 27 00 |
| Ideal Power | 30 00 |
| Seafoam, electric, style A | 105 00 |
| Seafoam, engine drive | 50 00 |
| Sunshine | 10 25 |
| Popular | 14 50 |
| Economic | 16 00 |
| Puritan | 19 50 |
| New Champion | 21 50 |
| Home | 21 50 |
| Vacuum | 28 00 |
| Home Water, motor | 28 00 |
| Whirlpool, water power | 31 00 |
| Hydro, 1 Tub, engine drive | 57 00 |
| Do., do., electric | 116 50 |
| Rotary water motor washer | 29 00 |
| Connor ball-bearing, with rack | 22 75 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 132 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor, vacuum | 27 50 |
| Patriot | 21 50 |
| Jubilee | 12 50 |
| Canada First | 21 50 |

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

| **MATTOCKS**— | |
|---|---|
| Cutter, doz. | $12 25 |
| Pick, doz. | 12 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**—

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $36 25 |
| No. 8, dozen | 40 92 |
| Universal— | |
| No. 4, dozen | $40 00 |
| No. 8, dozen | 52 00 |

| **MOPS**— | Doz. net |
|---|---|
| Liquid Veneer | $20 00 |
| O-Cedar, less handle | 14 00 |
| Do., with handle | 16 00 |
| S. W. Mops, complete | 4 75 |
| Mop Sticks, No. 8 | 2 00 |
| Cast Head Mop | 2 00 |
| Crescent, No. 10 | 2 85 3 25 |
| Crank wringing | 7 00 9 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**—

| | |
|---|---|
| Adanac | 35% |
| Woodyatt | 20% |
| Empress | 20% |
| Mayflower | 25% |
| Ontario Daisy | 20% |
| Star | 20% |
| Whippet | Net |
| Thousand Island | Net |
| Red Wing | Net |
| Blue Bird | Net |

F.o.b. Toronto, Guelph, London Hamilton, Brockville.

**NAILS**—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| 1 inch | $1 50 | 2¾ inch | $0 30 |
| 1⅞ inch | 1 40 | 3 inch | 0 20 |
| 1¼ inch | 1 15 | 3¼ inch | 0 15 |
| 1½ inch | 0 80 | 3½ inch | 0-10 |
| 1¾ inch | 0 75 | 4 inch | 0 05 |
| 2 inch | 0 60 | 4½ inch | 0 05 |
| 2¼ inch | 0 55 | 5 inch | base |
| 2½ inch | 0 30 | 5½ inch | base |
| | | 6 inch | base |

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.30 base.
Owen Sound or Collingwood, $4.40 base.
F.o.b. Montreal, $4.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.30.
Sault Ste. Marie, Port Arthur, Fort William, $4.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

**NAILS, CUT**—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.
F.o.b. Montreal, Toronto, Hamilton,

# Moore's Paints

"Save the surface and you save all" *Paint & Varnish*

## Is Your Stock Complete?

It pays to "sort up" and have everything on hand. The paint and varnish business is no longer a strictly seasonable affair.

In fact, the tendency today is to devote the spring and summer to outside painting. Many men reserve inside work to be done in the fall and winter. Dustless, modern, hot-water heating has expanded inside painting seasons. It will pay you to have your stock always complete—and displayed!

## Benjamin Moore & Co.

LIMITED

**Paints, Varnishes and Muresco**

Toronto Winnipeg

**NAILS (HORSE)**

| Size | C Brand Per 25-lb.box |
|---|---|
| apewell— | |
| No. 5 | $6 75 |
| No. 6 | 6 50 |
| No. 7 | 6 25 |
| No. 8 | 6 00 |
| No. 9 to 12 | 5 75 |

Discount, 10%

**"M.R.M." BRAND**

| No. | Net Price List Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 25 |
| 4 | 1¾" | 10 25 |
| 5 | 1 15-16" | 5 25 |
| 6 | 2⅛" | 5 00 |
| 7 | 2 16-16" | 4 75 |
| 8 | 2½" | 4 75 |
| 9 | 2 11-16" | 4 50 |
| 10 | 2⅞" | 4 50 |
| 11 | 3 1-16" | 4 50 |
| 12 | 3¼" | 4 50 |

F.o.b. London, Hamilton, Montreal, Toronto.

**NETTING, POULTRY**

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch | $1 80 | 48 inch | $ 6 20 |
| 18 inch | 2 65 | 60 inch | 7 70 |
| 24 inch | 3 40 | 72 inch | 9 20 |
| 30 inch | 4 00 | 84 inch | 10 50 |
| 36 inch | 4 75 | 96 inch | 12 00 |
| 42 inch | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch | $3 50 | 42 inch | $10 50 |
| 18 inch | 5 00 | 48 inch | 12 00 |
| 24 inch | 6 30 | 60 inch | 15 00 |
| 30 inch | 7 75 | 72 inch | 18 00 |
| 36 inch | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch | $4 00 | 42 inch | $12 60 |
| 18 inch | 5 50 | 48 inch | 14 00 |
| 24 inch | 7 00 | 60 inch | 17 00 |
| 30 inch | 8 50 | 72 inch | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch | $10 50 | 36 inch | $15 00 |
| 30 inch | 12 75 | | |

½ inch mesh and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch | $16 50 | 36 inch | $24 00 |
| 30 inch | 20 00 | | |

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

| | Toronto | London | Montreal. |
|---|---|---|---|
| Canadian netting, 2-in. mesh, net. | | | |
| 1-in. mesh, net. | | | |
| American netting, 1-in. mesh, net. | | | |

Invincible— Per rod

| | |
|---|---|
| 1848 | 0 80 |
| 2060 | 0 88 |

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

| | |
|---|---|
| 24-inch, per roll | 5 50 |
| 36-inch, per roll | 7 15 |
| 48-inch, per roll | 8 35 |
| 60-inch, per roll | 9 85 |
| 72-inch, per roll | 11 25 |

Put up in 10 rod rolls

**NIPPLES**

See Fittings.

**OAKUM—**

| | |
|---|---|
| Special No. 1 | $17 00 |
| Plumbers' | 7 50 |

F.o.b. Montreal, Toronto.

**OILS**

| | Toronto |
|---|---|
| Royalite, gal. | 0 17½ |
| Palacine, gal. | 0 20½ |
| Gasoline, net, gal. | 0 31 |

Above prices net.

| | Gallon |
|---|---|
| Black oil (summer) | 0 21.1 |
| Black oil (winter) | 0 21.6 |
| Capital, cylinder | 0 78.1 |
| Mach. oil, reg. grades | 0 46.6 |
| Imperial gas engine oil | 0 59.1 |
| Paraffine | 0 22.5 |

List, less 15% on above

| | |
|---|---|
| Imperial kerosene, tractor hy. | $1. |
| Do., do., ex. heavy | $1.10 |

List less 15 per cent.

| | |
|---|---|
| Polarine, medium, list | 1 05 |
| Polarine, heavy, list | 1 05 |
| Polarine, ex-heavy, list | 1 40 |

List, less 25 per cent.

| | |
|---|---|
| Gargoyle Mobiloil E and Arctic | 1 45 |
| Gargoyle Mobiloil, B | 1 70 |
| Gargoyle Mobiloil, BB | 1 70 |
| Gargoyle Mobiloil, A | 1 60 |

List, less 25 per cent. on above.

| | |
|---|---|
| Fuel oil, bbl., net | 0 08 |
| Do., tank cars, net | 0 06 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

**PACKING**

| | Per lb. |
|---|---|
| Fine jute | $0 17 |
| Coarse jute | 0 13 |
| Hemp | 0 36 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

**PAPER**

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No. 1, Anch | $1 35 | 1 35 |
| Do., No. 2, Anch. | 0 75 | 0 85 |
| Do., No. 2 Elephant. | 0 75 | 0 95 |
| Tarred Fibre, No. 1 Anchor | 1 45 | 1 45 |
| No. 2 | 1 10 | 1 10 |
| Elephant Brand, tarred, No. 2 | 1 10 | 1 25 |
| Surprise Fibre | 0 95 | 1 05 |
| Empress Dry Sheath'g | | 1 45 |
| Stag Sheathing | 0 95 | 0 95 |
| Cyclone, dry | 1 35 | 1 45 |
| Do., tarred | 1 45 | 1 60 |
| Joliette Sheathing | 0 75 | 0 95 |
| Do., tarred | 1 10 | 1 25 |

| | Per 100 lbs. |
|---|---|
| Monarch Sheathing, white | 5 75 |
| Do., gray | 4 75 |
| Straw Sheathing, heavy dry | 3 75 |
| Red Star heavy tarred straw | 3 90 |
| Imp. White Sheathing | 5 75 |
| Imp. Grey Sheathing | 4 75 |
| Scythe Brand dry straw | 3 75 |
| Spruce Sheathing 36" and 72" wide | 7 25 |
| Asbestos Sheathing | 10 00 |
| Carpet Felt | 6 00 |
| Tarred Felt, 7, 10 and 16 oz. | 4 15 |

F.o.b. Toronto and Montreal and Hamilton.

**PASTE**

Stick-Fast

| | |
|---|---|
| In barrels, 250 lbs., lb. | 0 14 |
| Barrels of 5 lbs., cotton bags, lb. | 0 15 |
| In kegs, 125 lbs., lb. | 0 16 |
| In 50-lb. boxes, lb. | 0 18 |
| In 25-lb. boxes, lb. | 0 19 |
| Solpar | |
| Barrels (200 lbs.), per lb. | 0 14 |
| 2-lb. pkgs, case lots, lb. | 0 16 |
| 1-lb. pkgs., case lots, lb. | 0 17 |

**PICKS—**

| Clay— | Montreal | Toronto |
|---|---|---|
| 5 to 6 lbs., doz. | $ 9 50 | $ 9 75 |
| 6 to 7 lbs., doz. | 10 50 | 10 75 |
| Rock— | | |
| 7 to 8 lbs., doz. | 11 50 | 11 75 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | $2 25 |
| 4 gross (cartons), 4 in. | 2 25 |
| Spring, 2 grs. box | 1 90 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 52, July 11, 1921.

**Standard Butterweld Pipe S-C.**

Per 100 feet

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| ⅛ in. | $ 6 50 | $ 8 50 | $ | $ |
| ¼ in. | 4 56 | 6 60 | 5 76 | 7 80 |
| ⅜ in. | 4 56 | 6 60 | 5 76 | 7 80 |
| ½ in. | 5 87 | 7 40 | 7 65 | 9 10 |
| ¾ in. | 7 02 | 8 97 | 9 55 | 11 50 |
| 1 in. | 10 03 | 12 92 | 13 77 | 16 66 |
| 1¼ in. | 13 57 | 17 48 | 18 63 | 22 54 |
| 1½ in. | 16 23 | 20 90 | 22 28 | 26 95 |
| 2 in. | 21 83 | 28 12 | 29 97 | 36 26 |
| 2½ in. | 34 52 | 44 46 | | |
| 3 in. | 45 14 | 58 14 | | |
| 3½ in. | 59 80 | 75 44 | | |
| 4 in. | 70 85 | 89 38 | | |

**Standard Lapweld Pipe S.C.**

Per 100 feet.

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| 2 in. | $25 53 | $31 82 | $33 67 | $39 96 |
| 2½ in. | 38 03 | 47 97 | 50 90 | 60 84 |
| 3 in. | 49 73 | 62 73 | 66 56 | 79 56 |
| 3½ in. | 60 72 | 76 36 | 80 96 | 96 60 |
| 4 in. | 71 94 | 90 47 | 95 92 | 114 45 |
| 4½ in. | 81 28 | 102 87 | 1 12 | 1 33 |
| 5 in. | 94 71 | 119 88 | 1 30 | 1 55 |
| 6 in. | 1 23 | 1 56 | 1 69 | 2 02 |
| 7 in. | 1 64 | 2 09 | 2 21 | 2 63 |
| 8L in. | 1 73 | 2 20 | 2 33 | 2 75 |
| 8 in. | 1 99 | 2 53 | 2 68 | 3 17 |
| 9 in. | 2 38 | 3 04 | 3 21 | 3 80 |
| 10L in. | 2 21 | 2 82 | 2 98 | 3 52 |
| 10 in. | 2 84 | 3 63 | 3 83 | 4 53 |

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $18 40 | |
| 3 in. in 10-ft. lengths, list. | 22 30 | |
| 4 in., in 10-ft. lengths, list. | 29 60 | |
| 5 in., in 10-ft. lengths, list. | 40 00 | |
| 6 in., in 10-ft. lengths, list. | 49 00 | |

Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL) Med. and extra heavy.**

| | |
|---|---|
| 2 in., 3 in. | 25% |
| 4 in. | 30% |
| 5, 6 in. | 30% |
| 8 inch | net |

**SOIL PIPE FITTINGS**

| | |
|---|---|
| 2, 3, 4, 5, 6 in. | 40-10% |
| 8 in. | net |

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | $13 25 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 55 |

F.o.b. Montreal, Toronto

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, doz. | $13 20 |
| Triumph, doz. | 11 00 |

**PLATES, CANADA**

| Prices nominal, | Montreal. | Toronto |
|---|---|---|
| Do., 60 sheets | $6 85 | $7 75 |
| Ordinary, 52 sheets | 6 75 | 7 50 |

**PLATES, COKE, TIN**

| | |
|---|---|
| 20x28x100 lb. basis, box | $ 18 00 |
| 20x28xIC. 112s., box | 18 50 |
| 20x28 IX, 112s., box | 20 50 |
| 20x28 IXX, 56s., box | 11 75 |
| 20x28 IXXX, 56s., box | 12 50 |

**PLATES, CHARCOAL, TIN**

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

**PLATES, TERNE (Prices nominal)**

IC, 20x28, 112 sheets ....$ 17 50

F.O.B. Toronto or Montreal.

| POLISH (O-Cedar) | Doz. Net |
|---|---|
| 4-oz. bottles | 2 40 |
| 12-oz bottles | 4 80 |
| 1-qt. can | 12 00 |
| ½-gal. cans | 20 00 |
| 1-gal. cans | 28 00 |

Net.

| Liquid Veneer— | Doz. Net |
|---|---|
| 4-oz. | $2 40 |
| 12-oz. | 4 80 |
| 32-oz. | 10 00 |
| 64-oz., each | 1 34 |
| 128-oz., each | 2 34 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 2 | $3 10 | $3 30 |
| No. 3 | 3 40 | 3 65 |
| No. 4 | 4 05 | 5 00 |

| | Each |
|---|---|
| No. 70 | 7 00 |
| No. 80 | 9 50 |

**PUMPS, REDWING**

| | | | |
|---|---|---|---|
| No. 0 | $6 85 | No. 4 | $12 75 |
| No. 1 | 7 50 | No. 5 | 15 25 |
| No. 2 | 8 75 | No. 6 | 18 00 |
| No. 3 | 10 75 | No. 6 | 18 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 45%; Iron burrs, 45% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING.**

| | Toronto |
|---|---|
| Samson, 1 ply, roll | $ 2 65 |
| Samson, 2 ply, roll | 3 10 |
| Samson, 3 ply, roll | 3 80 |

| | Mont. | Toronto |
|---|---|---|
| Red Star, 2 ply, roll | $ 1 93 | $ 1 93 |
| Red Star, 3 ply, roll | 2 30 | 2 30 |
| Everlastic, 1 ply | 2 00 | 2 00 |
| Everlastic, 2 ply | 2 40 | 2 40 |
| Set Screws | | 45% |
| Everlastic, 3 ply | 2 80 | [illegible] |
| Panamoid, 1 ply | 1 80 | 1 80 |
| Panamoid, 2 ply | 2 20 | 2 20 |
| Panamoid, 3 ply | 2 60 | 2 60 |
| Everlastic Multi-Shingles (4 Shingles in One), sq. | | 6 25 |
| Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. | 7 40 | 7 40 |

F.o.b. Montreal.

| | | |
|---|---|---|
| Everlastic Liquid Roofing cement— Per gal., in bbls. | 0 70 | 0 70 |
| 5 and 10 gal. lots, gal. | 0 85 | 0 84 |
| 1 gal. cans, gal., doz. | 10 50 | 10 50 |
| Coal Tar (refined), bbl. | 10 25 | 10 50 |
| Coal tar (crude) | 9 00 | 9 25 |
| Roofix Roofing Cement— | | |
| In bbls., per gal. | | 0 60 |
| In ½ bbls., per gal. | | 0 65 |
| In 5s and 10s | | 0 70 |
| 1 gal. cans, per doz. | | 9 00 |

F.o.b. Toronto, Montreal and Hamilton.

**ROPE**

| | |
|---|---|
| Pure Manila basis | 0 23 |
| Beaver Manila basis | 0 19 |
| New Zealand hemp basis | 0 19 |
| Sisal basis | 0 17 |

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lathe yarn basis | 0 17 |
| Double lathe yarn | 0 17½ |
| Yacht marline, tarred | 60 |
| Halyards | 50 |
| Beaver Halyards, wht. pol, ¾ in. basis | 0 35 |
| Hemp, deep sea line basis | 50 |
| Hemp, tarred ratline basis | 43 |
| Hemp, tarred bolt rope basis | 45 |
| Marline and Houseline | 45 |

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

| | |
|---|---|
| Cotton, ⅛ in. | 0 42 |
| Do., 5-32 in. | 0 41 |
| Do., 3-16 in. | 0 38 |
| Do., ¼ in. and up | 0 37 |

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263—50 ft. Challenge, Steel | $5 30 |
| 108—50 ft. Reliable Jr., Steel | 5 30 |
| 243—50 ft. Rival, Steel | 4 60 |
| 1243—50 ft., Rival Jr., Steel | 4 97 |
| 603—50 ft., Metallic | 3 38 |
| 604—66 ft. | 3 92 |
| 403—50 ft., Linen | 2 57 |
| 713—50 ft., Ass Skin | 6 95 |
| 714—66 ft., Ass Skin | 8 35 |
| 148—3 ft., Steel Pocket | [illegible] |
| 145—5 ft., Steel Pocket | 11 20 |
| 175—5 ft., Linen Pocket | 7 30 |
| 165—5 ft., Cotton Pocket | 1 66 |

F.o.b Montreal, Toronto, London

**SANDPAPER**

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto

**SCALES**

| Champion | List | Net |
|---|---|---|
| 4 lb. | $ 6 60 | |
| 10 lb. | 8 65 | |
| 240 lb. | 12 65 | |
| 600 lb. | 35 80 | |
| 1200 lb. | 43 00 | |
| 2000 lb. | 57 10 | |
| 2000 lb. drop lever | 64 75 | |

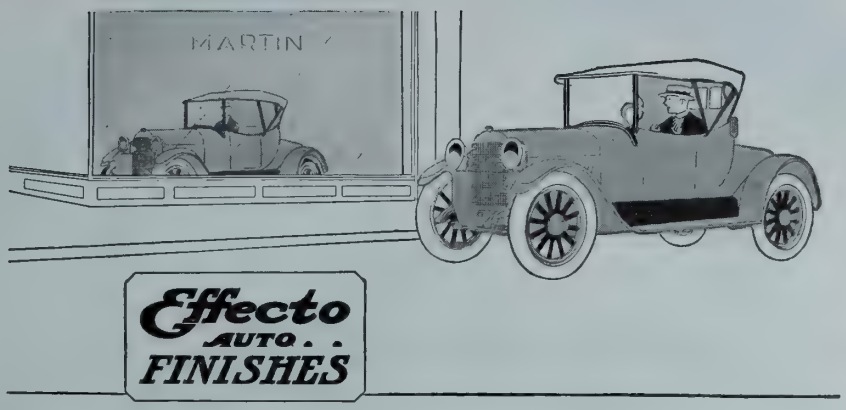
Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1908

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood R.H., bright | 75% |
| Wood, O.H., bright | 75% |
| Wood, F.H., brass | 70% |
| Wood, R.H., brass | 67½% |
| Wood, O.H., brass | 67½% |
| Wood, F.H., bronze | 65% |
| Wood, R.R., bronze | 62½% |
| Wood, O.H., bronze | 62½% |
| Square cap | 40% |
| Hexagon cap | 40% |




***"Every show window reflects the good judgment of the motorist who paints his car with Effecto."***

THOUSANDS of motorists — through reading those Effecto advertisements in big national publications — American, Cosmopolitan, Christian Herald and Farm Journal — will start thinking about the appearance of *their* cars. In other words, they will be *prospective buyers* of Effecto.

So, likewise, many a show window reflects the good judgment of the dealer who is ready to *sell* Effecto! For, once a car owner decides to use Effecto, he goes and gets a can, no matter what the season. Give your paint department a chance to make a good fall showing — tell us to tell you about that snappy introductory proposition.

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
VARNISH MAKERS 72 YEARS
24 Courtwright Street, Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

# PRATT & LAMBERT VARNISH PRODUCTS

**SCREWS, IRON BENCH, No. 14**

| | |
|---|---|
| 1 in. | $13 75 |
| 1⅛ in. | 17 00 |
| 1¼ in. | 20 00 |

**SCYTHES** Doz.

| | |
|---|---|
| Cast Steel | $20 00 |
| Golden Clipper | 20 95 |
| Little Giant | 22 00 |
| Bush | 20 50 |

**SNATHS** Doz.

| | |
|---|---|
| 00 Patent | $17 50 |
| 1 loop | 16 80 |
| 2 loops | 15 80 |
| 3 loops | 14 70 |
| Bush | 18 20 |

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

See Weekly Reports.

**SOLDERING COPPERS**

See Coppers.

**SOLDER, BAR**

See weekly report.

**SPIDERS**

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

**SPOUTS, SAP**

Eureka, per M. ..... $15.00

**STANDS, WASHTUB**

Dowswell, doz. ..... $47 25

**STAPLES (Fence)—**

Per 100 lb. kegs

| | |
|---|---|
| Bright | $ 4 85 |
| Galvanized | 5 85 |

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner | $25 50 |

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| Star, No. 1, doz. | $27 60 |
| Star, No. 2, doz. | 30 00 |
| Sun No. 1 | 20 00 |
| Sun, No. 2 | 22 00 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. | $3 60 |

**SWEEPERS—**

Carpet (Bissell's)

| | |
|---|---|
| Amer. Queen, nick. fittings, cyco b.b. | $ 60 00 |
| Club, jap., cyco bearing | 120 00 |
| Champion, jap. fittings | 45 00 |
| Grand, jap., cyco b.b. | 68 00 |
| Grand Rapids, nick., cyco b.b. | 55 00 |
| Do., jap., cyco b.b. | 50 00 |
| Parlor Queen, nick., cyco b.b. | 62 00 |
| Princess, nick., cyco b.b. | 57 00 |
| Standard, jap. fittings | 46 00 |
| Universal, jap., cyco bear | 48 00 |
| Do., nick., cyco bear | 53 00 |
| Little Daisy | 2 00 |
| Little Queen | 3 00 |

**SWEEPERS, VACUUM (Bissell's)**

Doz.

| | |
|---|---|
| Grand Rapids, nickelled | $106 00 |
| Household, japanned | 94 00 |
| Superba, nickeled | 120 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWINGS—**

| | |
|---|---|
| Ontario, 4-passenger | $8 75 |

**TACKS**

| | |
|---|---|
| Wire Tacks | 70/15% |

Revised Hardware Tack List adopted June, 1921 .. 70/15%

Double-pointed tacks .....70/15%

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares.

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Universal | 7 80 |
| C. G. | 5 00 |

Discount 20 and 10%.

| | |
|---|---|
| Canadian Beauty | $5 84 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 | 45 | 45 |
| Draining Tools | 45 | 45 | 45 |
| Hollow Back Scoops | 45 | 45 | 45 |
| Sand Shovels | 45 | 45 | 45 |
| Hollow Back Shovels | 45 | 45 | 45 |
| Hollow Back Coal Shovels | 45 | 45 | 45 |
| Riveted Back Scoops | 45 | 45 | 45 |
| Miners' Spring Point Shovels | 45 | 45 | 45 |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

**BLACK LIST**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades, No. 2 black | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32 00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovels, No. 2, black | 36.50 | ..... | ..... |

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

| | |
|---|---|
| Perfection, No. 33, 3 burner | 31 00 |
| Perfection No. 34, 4-burner | 40 00 |
| No. 22G oven for above stoves | 9 00 |

Discount, 30 per cent. off list.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 6 00 |
| Detroit Glass Front Oven, No. 85, each, net | .... |
| Hot Blast | Plus % |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters | List |
|---|---|
| No. 525, each | $ 8 75 |
| No. 530, each | 9 75 |
| No. 630, each | 12 50 |

Discount 30% off list.

**Hot Blast** ..... **Plus 10%**

**30% discount of No. 525, No. 530, No. 630 only.**

**TRACK BARN DOOR**

| | |
|---|---|
| Hatch Trolley, per ft. | 0 22½ |
| Brackets for above, per doz. | $2 20 |

**National Flat Track, 1¼ in.**

| | |
|---|---|
| per 100 ft. | 10 85 |

Storm King Flat, No. 60, List less 20-10%

Safety Flat, No. 60, List less 20-10%

Reliable No. 1 and 2 20 cents per ft., less 20-10%

Round Trolley No. 1018, 20 cents per ft., less 20-10%

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | | Per 100 ft. | |
|---|---|---|---|
| 8 in. | $15 90 | 15 in. | $28 80 |
| 10 in. | 17 70 | 18 in. | 36 50 |
| 12 in. | 21 20 | Less 60\|10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

| TRAPS (GAME) | Doz. with chain |
|---|---|
| Victor, No. 1 Giant, doz. | $3 35 |
| Jump, No. 1 | 3 50 |
| Hawley & Norton, No. 1 | 5 00 |
| Newhouse, No. 1 | 7 50 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TUBS, WOOD**

| | |
|---|---|
| No. 0, per dozen | $26 40 |
| No. 1, per dozen | 23 10 |
| No. 2, per dozen | 20 90 |
| No. 3, per dozen | 17 60 |

F.O.B. Newmarket.

| TWINE, BINDER | per ft. |
|---|---|
| 550 feet | 0 17¼ |
| 550 feet | 0 18¾ |
| 600 feet | 0 20¼ |
| 650 feet | 0 21¼ |

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

**TWINE (COTTON)**

| | |
|---|---|
| 5-lb. sack, 3-ply, lb. | 0 36 |
| Cones, 3-ply, lb | 0 32 |
| Do., 4-ply, lb. | 0 35 |

**VALVES AND COCKS**

| | |
|---|---|
| Compression work—Standard. | 37% |
| Fuller work—Standard | 30% |
| Basin cocks Fuller, No. 0 | 30% |
| Nos. 1 and 2 | 30% |
| Bath Cocks—Compression | 29% |
| Flatway stop and waste cocks, Standard | 40% |
| Roundway stop and waste cocks—Standard | 34% |
| Brass steam cocks, stand. | 10% |
| Radiator valves—Standard. | 58% |
| Do., removable disc | 58% |
| Globe, angle and check valves, standard | 10% |
| Gate or Straightway | 16/10% |
| Jenkins Gate Valve | 10/7% |
| Jenkins Globe | 10/10% |
| J.M.T. | 20% |
| J.M.T. C. | 25% |
| J.M.T. Gate Valves | 15% |
| Emco. Globe & Check | 20% |

F.O.B. Toronto

**Penberthy Brass Valves**

| | |
|---|---|
| Gate Valves | 15% |
| Regrinding Valves | 10% |
| Swing Check Valves | 5% |
| Compodisk Valves | 10% |

**VALVES, FOOT**

| | Blk. | Galv. |
|---|---|---|
| 1¼ | 0 58 | 0 83 |
| 1½ | 0 72 | 1 10 |
| 2 | 0 99 | 1 60 |

**WARES, ETC.**

Britannic, advance 33 1-3 per cent.

Scotch Grey Ware, 45/5 per cent.

Colonial, 25 per cent.

Imperial ware, 25 per cent.

Pearl, 25 per cent.

Premier, list.

Canada Ware, list.

Crescent, 45/5 per cent.

Diamond, list.

White Ware, 40 per cent.

Japanned Ware, list, plus 10%.

Japd. Ware, White, list, plus 20%.

Plain and Japanned Sprinklers, list plus 10 per cent.

Stamped Ware, plain, 50 per cent.

Stamped Ware, retinned, 40/10%.

Copper Bottoms, plus 50%

Tinners' Trimmings, plain, 35%

Tinners' Trimmings, retinned, 20/10%

Tinners' Trimmings, General, list, plus 50%

Factory Milk Cans, list, plus 40%.

Milk Can Trimmings, list, plus 60%

Cream Cans, list, plus 47½%

Railroad Cans, list, plus 40%

Sheet Iron Ware, list, plus, 33 1-3%.

Pieced Ware, ordinary, list, plus 40 per cent.

Pieced Tinware, C.B., list, plus 50 per cent.

Fry Pans, Acme, 25 per cent.

Fry Pans, Quick Meal, plus 20%.

Spiders, steel, plus 20%.

Fire Shovels, japanned, list, plus 30 per cent.

Steel Sinks, galv'd, list, plus 20%.

Steel Sinks, painted, list, plus 20%.

Light Galv. Pails and Tubs, list plus, 20%.

Heavy Galv. Pails and Tubs, list plus, 20%.

Hollow Ware, add 40%

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 45%.

Galv. Coal Hods, list, plus 45%.

Paper Lined Boards, 30%.

Wood-lined Boards, 15 per cent.

Copper Boilers, 10 per cent.

Copper Tea Kettles, list, plus 10%.

Copper Tea and Coffee Pots, list, plus 10 per cent.

Stove and other Pipe, list, plus 40%

Stove Pipe Elbows, black and galv list, plus, 12½ per cent.

Stove Pipe Thimbles, 40/10%.

F.o.b. Montreal, Toronto, London, Hamilton.

**WASHERS, WROUGHT**

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80. 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18 90; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mo. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3 00 | $4 00 | $4 00 |
| Section, ½ lb., per 100 lbs. | 3 00 | 4 50 | 4 50 |
| Solid, 3 to 30 lbs., per cwt. | 2 50 | 3 50 | 3 50 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $105 00 |
| Garden Steel, doz. | 78 75 |
| Light Garden, doz. | 85 00 |

F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

| | |
|---|---|
| No. 9 and heavier | Base |
| No. 10 | $0 06 |
| No. 11 | 0 12 |
| No. 12 | 0 20 |
| No. 13 | 0 30 |
| No. 14 | 0 40 |
| No. 15 | 0 55 |
| No. 16 | 0 70 |

Annealing, no extra.

Oiled and Annealed, extra, $0.15.

Coppering and liquor finish, extra, $1.00-$1.50.

Tinning, extra, $2.00-$3.00.

Bright base, $4.30.

Annealed base, $4.30.

Galvanized base, $4.60.

Barbed wire, $5.50.

Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.

Prices subject to change without notice.

Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

**Stovepipe Wire.**

| | |
|---|---|
| No. 18 | $ 8 75 |
| No. 19 | 9 25 |

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

**WRENCHES, STILLSON**

| | each |
|---|---|
| 6 inch | $2 00 |
| 8 inch | 2 25 |
| 10 inch | 2 [illegible] |
| 14 inch | 3 50 |
| 18 inch | 5 [illegible] |
| 24 inch | 7 25 |
| 36 inch | 18 [illegible] |

Discount, 50% Canadian pattern; 40% on genuine.

**WRENCHES, CRESCENT,** list plus 10%.

**WRINGERS, CLOTHES**

| | |
|---|---|
| Domestic, No. 531E | $115 00 |
| Dom. Bench, No. 541EB | 174 00 |
| Favorite, No. 511E | 105 00 |
| Favorite, No. 512 | 112 00 |
| Royal Canadian | 94 00 |
| Favorite, No. 514 | 133 00 |
| Ottawa, No. 231E | 105 00 |
| Ottawa Bench, No. 341EB | 162 00 |
| Challenge, No. 311E | 95 00 |
| Warranty | 115 00 |
| Bicycle, 11 in. | 105 00 |
| Eze | 102 00 |
| Rapid | 92 00 |
| Eureka | 64 00 |
| Blue Belle | 115 00 |
| Do., Folding B | 164 00 |
| Rival | 105 00 |
| Model | 91 00 |
| Imperial | 102 00 |

Discounts from above list 30%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

# TINKER TOM'S TALKS.

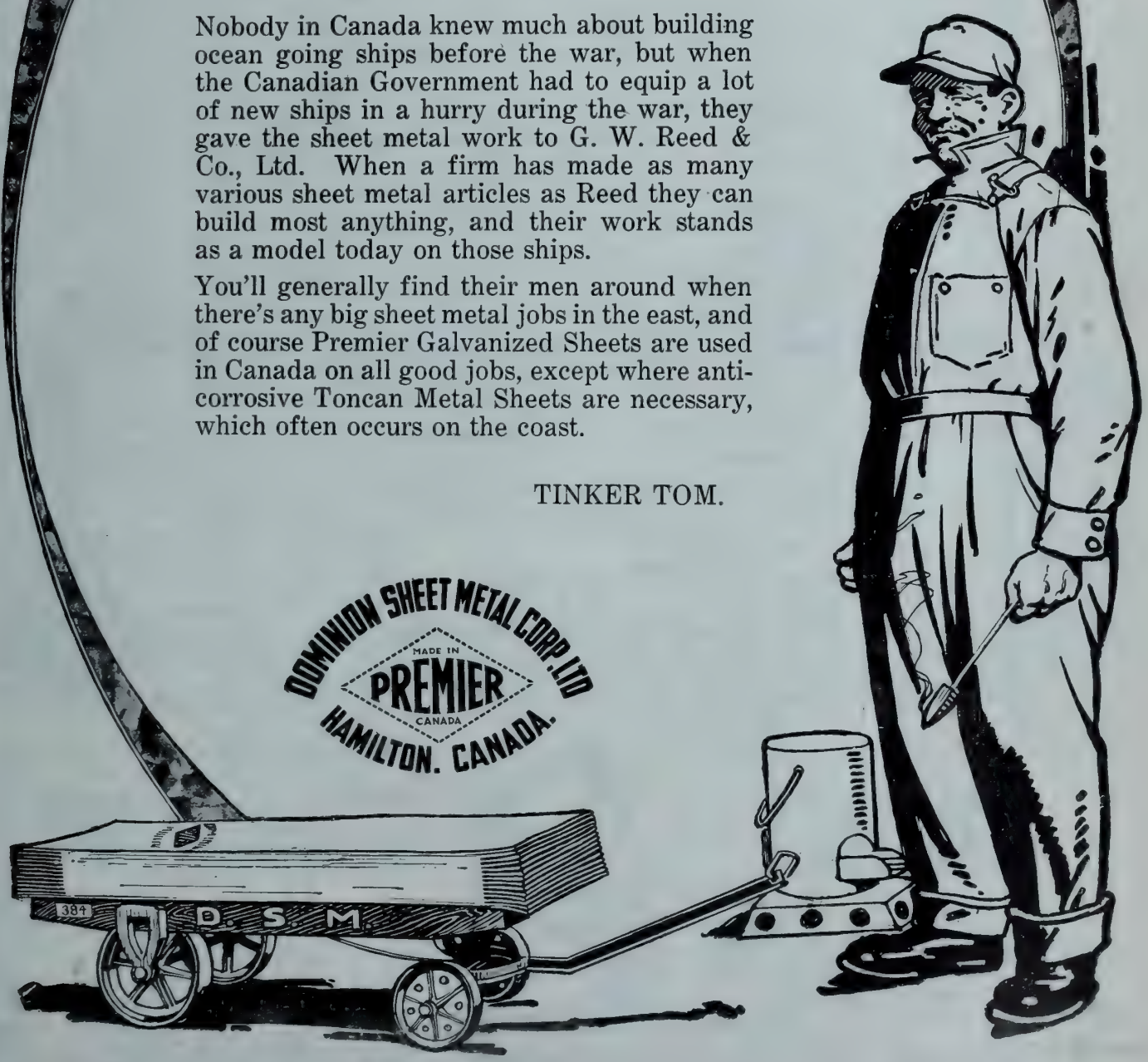
**No. 328**

## A LITTLE SERIES ON PROMINENT USERS
## GEO. W. REED & CO., LTD., MONTREAL.

Nobody in Canada knew much about building ocean going ships before the war, but when the Canadian Government had to equip a lot of new ships in a hurry during the war, they gave the sheet metal work to G. W. Reed & Co., Ltd. When a firm has made as many various sheet metal articles as Reed they can build most anything, and their work stands as a model today on those ships.

You'll generally find their men around when there's any big sheet metal jobs in the east, and of course Premier Galvanized Sheets are used in Canada on all good jobs, except where anti-corrosive Toncan Metal Sheets are necessary, which often occurs on the coast.

TINKER TOM.




*If interested tear out this page and place with letters to be answered.*

# Paints, Oils, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

| | Montreal | Toronto |
|---|---|---|
| **BLUE STONE** Per lb., bbls. .. | 10 | 10 |

| **COLORS (DRY)** | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 | 06-09½ |
| Do., pure | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, lb. | 06-09½ |
| Do., pure | 16-18 |
| Imp. green, 100-lb. kegs | 22-23 |
| Chrome green, pure | 50-56 |
| Chrome yellow | 30-45 |
| Brunswick green, 100-lb. keg | 11-14½ |
| Indian red, 100-lb. keg | 15-20 |
| Do., No. 1, 100-lb. keg | ..-07 |
| Lamp black | 32-35 |
| Venetian red, best bright | 06½-09 |
| Do., No. 1 | 03¾-05½ |
| Drop black, pure dry | ..-20 |
| Golden ocre, 100-lb. kegs | ..-09 |
| White ochre, 100-lb. keg | ..-06 |
| Do., barrels | ..-05 |
| Yellow ochre, barrels | 04-05½ |
| French ochre, barrels | ..-10 |
| Spruce ochre, 100-lb. kegs | 05-08 |
| Can. red oxide, bbls. | 02¾-04½ |
| Super magnetic red | 0 05 |
| Vermillion | 1 00 |
| English vermillion | 2 25 |

F.o.b. Montreal, Toronto.

| **COLORS IN OIL, PURE** | 1 lb. tins |
|---|---|
| Venetian red | 0 27 |
| Indian red | 0 36 |
| Chrome yellow, pure | 0 70 |
| Golden ochre, pure | 0 35 |
| French spruce ochre, pure | 0 30 |
| Greens, pure | 0 35 |
| Siennas | 0 36 |
| Umbers | 0 36 |
| Ultramarine blue | 0 70 |
| Prussian blue | 1 20 |
| Chinese blue | 1 20 |
| Drop black | 0 42 |
| Ivory black | 0 44 |
| Signwriters' black, pure | 0 48 |
| Lampblack | 0 48 |
| Imperial black, 25-lb. irons | 0 39 |

F.o.b. Montreal, Toronto

| **ENAMELS (white)** | Gal |
|---|---|
| Dougall white enamel | $ 7 43 |
| Vitralite | 7 77 |
| Duralite | 5 95 |
| Old Dutch | 6 27 |
| B-H "White" Enamel | 8 00 |
| Martins, White | 7 00 |
| Satinette | 6 23 |
| C.P. Co. Albagloss | 6 80 |
| C.D. Master Painters' | 8 20 |
| Mooramel | 7 00 |
| Sunshine, white | 7 00 |
| Kyanize | 8 00 |
| Solpar | 4 50 |
| Paripan | 9 00 |
| Jasperlac | 5 00 |
| Invincible | 7 50 |
| Hillcrest | 7 00 |
| Amelite A. & E. | 8 40 |
| Adelite, A. & E. | 6 15 |
| Floglaze | 5 00 |

| **GLUE** | Per lb. |
|---|---|
| English, sheet | 30-32 |
| White pigsfoot | ..-50 |
| Cake bone, 112-lb. bags | 30-32 |
| Hides, 112-lb. bags | 35-40 |
| Ground glues, 112-lb. bags— | |
| English, per lb. | 30-32 |
| Canadian, per lb. | 27-30 |

**GLASS LIST**

| United In. | Star or 16 oz. | Double or 24 oz. |
|---|---|---|
| Up to 25 | $11 00 | $16 40 |
| 26 to 40 | 14 00 | 20 90 |
| 41 to 50 | 15 00 | 23 00 |
| 51 to 60 | 16 00 | 24 00 |
| 61 to 70 | 17 00 | 25 00 |
| 71 to 80 | ..... | 27 00 |
| 81 to 84 | ..... | 34 00 |
| 85 to 90 | ..... | 36 50 |
| 91 to 94 | ..... | 37.25 |
| 95 to 100 | ..... | 43.75 |

Discount box glass—For Montreal glass prices, see other list. Toronto, 50%; London, 50%.
Cut size sheet glass, 70% off of November, 1920.

**MONTREAL WINDOW GLASS LIST.**
In case lots—June 30th, 1921.

| | Star | D.D. |
|---|---|---|
| Up to 25 | $ 5 50 | $ 9 05 |
| 26 to 40 | 6 95 | 11 40 |
| 41 to 50 | 7 65 | 12 55 |
| 51 to 60 | 7 95 | 13 05 |
| 61 to 70 | 8 35 | 13 65 |
| 71 to 80 | 8 80 | 14 40 |
| 81 to 84 | 10 30 | 17 70 |
| 85 to 90 | 10 85 | 18 55 |
| 91 to 95 | | 20 80 |
| 96 to 100 | | 22 60 |

**GLAZIERS' POINTS**
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure | $14 50 | $14 95 |
| Champion, Pure | 14 50 | 14 95 |
| Crown Diamond, pure | 14 50 | 14 95 |
| Green Seal | 14 50 | 14 95 |
| I.V. Perfection | 14 50 | 14 95 |
| Ramsay's Pure | 14 50 | 14 95 |
| Moore's Pure | 14 50 | 14 95 |
| Tiger, Pure | 14 50 | 14 95 |
| O.P.W. Dec. Pure | 14 50 | 14 95 |
| Red Seal | 14 50 | 14 95 |
| O.P.W., English | 14 75 | 15 20 |
| Maple Leaf, pure | 14 50 | 14 95 |
| Elephant Genuine | 15 00 | 15 45 |

B. B. Genuine Lead, less than tons, Montreal, $16.10, Toronto, 16.55.

| **LEAD (RED DRY)** | Per 100 lbs. |
|---|---|
| Genuine, 560 lb. casks | $13 00 |
| Genuine, 100 lb. casks | 14 00 |
| Less quantity | 15 00 |

F.o.b. Montreal, Toronto.

| **Lead (red in oil)** | |
|---|---|
| 25s | 0 18 |
| 10s | 0 19 |
| 5s | 0 20 |
| 1s | 0 23 |

F.o.b. Toronto, Montreal, Hamilton

**LINSEED OIL**
For prices see weekly report.

**LITHARGE**

| | |
|---|---|
| Casks, per cwt. | $17 00 |
| Smaller quantities, per lb. | 0 20 |

**LIQUID, BRONZING**

| | |
|---|---|
| Bronzing liquid, No. 1 | $1.55-$2 [illegible] |
| Banana oil, gal | 4 25 |

F.o.b. Montreal, Toronto

| **MURESCO** | Per 100 lbs. White | Tints |
|---|---|---|
| 350-lb. bbls. | $7 15 | $8 25 |
| 200-lbs., half bbls. | 8 00 | 9 10 |
| 100-lbs., kegs | 8 25 | 9 35 |
| Cases 20 5-lb. pkgs. | 8 80 | 9 90 |

F.O.B. Toronto.

**OILS—**

| | |
|---|---|
| Fly, Creonold— | |
| Barrels, per gal. | 0 65 |
| Half-barrels, per gal. | 0 70 |
| 5s and 10s, per gal. | 0 80 |
| 1s (1 doz.) | 13 00 |
| ½ gal. cans, 1 doz. to case | 9 00 |

**PAINTS, PREPARED**
See weekly report.
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant white | $4 35 |
| Sanitone, white | 3 85 |
| Sanitone, colors | 3 75 |
| C.P. Co., pure, white | 4 45 |
| C.P. Co., pure, colors | 4 10 |
| C.P. floor paint | 3 95 |
| Elephant floor paint | 3 70 |
| Victoria floor paint | 3 40 |
| B.-H. English, colors | 4 10 |
| B.-H. English, white | 4 45 |
| B.-H. Fresconette, white | 3 85 |
| B.-H. Fresconette, colors | 3 75 |
| B.-H. Floor | 3 95 |
| B.-H. Porch Floor | 4 10 |
| Crown Diamond, white | 4 20 |
| Crown Diamond, colors | 3 85 |
| Crown Diamond Floor | 3 70 |
| Crown Diamond, porch | 3 80 |
| Do., Flat Wall Tone, white | 3 85 |
| Do., colors | 3 75 |
| Moore's House Colors, white | 4 35 |
| Do., House Colors, colors | 4 10 |
| Do., Preservo Paint, white | 2 95 |
| Do., colors | 2 85 |
| Do., floor paint | 3 80 |
| Do., Sani-Flat | 3 80 |
| Moore's Porch and Deck Paint | 4 10 |
| I.V. Elastica, white | 3 95 |
| I.V. Elastica, colors | 3 70 |
| I.V. Flatine, int. wall, white | 3 85 |
| I.V. Flatine, int. wall, colors | 3 75 |
| Jamieson's Crown Anchor | 3 85 |
| O.P.W. Canada Brand, white | 4 45 |
| O.P.W. Canada Brand, colors | 4 10 |
| O.P.W. Canada Brand, floor | 3 95 |
| O.P.W. Flat Wall, white | 3 85 |
| O.P.W. Flat Wall, colors | 3 75 |
| Ramsay's Pure, white | 4 30 |
| Ramsay's Pure, colors | 3 95 |
| Ramsay's floor | 3 80 |
| Ramsay's porch | 3 95 |
| Glidden's white | 4 45 |
| Glidden's colors | 4 10 |
| Martin-Senour, 100%, white | 4 45 |
| Martin-Senour, 100%, colors | 4 10 |
| Martin-Senour, Porch Paint | 4 10 |
| Martin-Senour, Neutone, white | 3 85 |
| Martin-Senour, Neutone, colors | 3 75 |
| Martin-Senour, Floor Paint | 3 95 |
| Sherwin-Williams, white | 4 45 |
| Sherwin-Williams, colors | 4 10 |
| Sherwin-Williams, floor | 3 95 |
| Sherwin-Williams, porch paint | 4 10 |
| Flat Tone, white | 3 85 |
| Flat Tone, colors | 3 75 |
| Maple Leaf, white | 4 45 |
| Maple Leaf, colors | 4 10 |
| Maple Leaf, floor | 3 95 |
| Pearcy's Prepared, colors | 3 60 |
| Pearcy's Prepared, white | 4 00 |
| Pearcy's Prepared, floor | 3 30 |
| A. & E. Adelite, white | 4 45 |
| Do., colors | 4 10 |
| Do., Industrial white | 3 50 |

Barrett Products

| Everjet Elastic Carbon Paint— | Mont. | Tor. |
|---|---|---|
| Barrels, per gal. | 0 80 | 0 80 |
| Half-barrels, per gal. | 0 85 | 0 85 |
| 5s and 10s, per gal. | 0 95 | 0 95 |
| 1s, per case, doz. | 12 00 | 10 50 |
| Everjet Black Enamel— | | |
| Crates 2 doz., 8 oz. | $1 45 | $1 45 |
| Crates 12 doz., 8 oz. | 1 40 | 1 40 |
| 1-gal. cans, gal | 1 50 | 1 50 |
| 5-10 gal. cans, gal. | 1 35 | 1 35 |
| Barrels-half bbls., gal | 1 25 | 1 25 |
| Carbosota Liquid Creosote Oil— | | |
| Barrels | 0 60 | 0 60 |
| Half barrels | 0 65 | 0 65 |
| 5s and 10s, gal | 0 75 | 0 95 |
| 1s (case 12 gals.) | 8 50 | 9 50 |
| H., T. & A. Co.'s Creosote Oil— | | |
| Barrels | 0 45 | |
| Half-barrels | 0 50 | |
| 5s and 10s | 0 60 | |

F.o.b. Montreal, Toronto.

| **PARIS GREEN** | 100-lb. lots |
|---|---|
| ½-lb. paper cartons, per lb. | 0 52 |
| 1-lb. paper cartons, per lb. | 0 50 |
| ½-lb. tins, per lb. | 0 54 |
| 1-lb. tins, per lb. | 0 52 |
| 25-lb. tins, per lb. | 0 48 |
| 50 and 100-lb. drums, per lb. | 0 46 |
| 250-lb. kegs, per lb. | 0 44½ |
| 600-lb. barrels, per lb. | 0 44 |

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

**PUTTY**
See Weekly Report.

**ROSIN**
In barrel lots—

| | |
|---|---|
| G., per 100 lbs. | $ 9 50 |
| W.W., per 100 lbs. | 11 00 |

**SHELLAC.**

| | Per Gal. Pure White | Pure Orange |
|---|---|---|
| In bbls. | $4 25 | $3 75 |
| Gal. Jugs. | 4 75 | 4 25 |

F.O.B. Toronto, London, and Montreal.

**SHINGLE STAINS**

| | Ord. Colors | Greens |
|---|---|---|
| M.L. Creosot | 1 40 | 1 60 |
| Solignum | 1 25 | 1 60 |
| Martin Senours | 1 40 | 1 60 |
| Elastica | 1 40 | 1 60 |
| Hillcrest | 1 40 | 1 60 |
| "C.D." Shingle Stain | 1 35 | 1 50 |

| **TAR** | Mont. | Toronto |
|---|---|---|
| Coal Tar, refined | 10 25 | 10 50 |
| Do., crude | 9 00 | 9 25 |

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans | 3 00 |
| B.H. Vanisher | 3 60 |
| Chalco | 3 60 |
| Klensa | 3 60 |
| Cumoff | 3 60 |
| Dougall Lingerwett | 3 60 |
| Takeoff | 3 60 |
| O.P.W. Presto | 3 60 |
| Solvo | 3 60 |
| Varn-off | 3 25 |
| Adelite | 3 60 |

| **VARNISHES** | Per gal cans |
|---|---|
| B.-H. Floor | 4 80 |
| B.-H. Maritime Spar | 6 03 |
| B.-H. Hard Oil | 3 24 |
| B.-H. Gold Medal | 4 02 |
| Elastilite | 3 85 |
| Granitine Floor Finish | 3 85 |
| Hydrox Spar | 3 95 |
| C.P.C. Sun Varnish | 4 [illegible] |
| C.P.C. Sun Aero Spar | 4 [illegible] |
| C.P.C. Sun Waterproof Floor | 4 [illegible] |
| I.V. Elastica, No. 1 | 5 74 |
| Do., No. 2 | 5 25 |
| Do., Floor | 4 88 |
| Jasperite Interior and Exterior | 3 75 |
| Jasperite Indestructo, floor | 3 75 |
| Jasperite Pale Hard Oil | 2 [illegible] |
| P. & L. No. 61 | 5 00 |
| Jamieson's Copaline | 4 2[illegible] |
| M-S Marble-Ite Floor | 4 87 |
| M-S Wood-Var | 4 87 |
| M-S Durable Spar | 5 78 |
| M-S Finest Interior | 5 23 |
| Moorlastic Floor | 4 25 |
| T. 45 Floor | 3 50 |
| Moorvar Interior | 3 25 |
| Moore's Spar | 5 00 |
| Elastic Interior | [illegible] |
| Mar-not | [illegible] |
| Quick Action House | 2 [illegible] |
| Rexspar | 5 6[illegible] |
| Sear-Not | 5 [illegible] |
| Solpar, Spar Marine | 6 00 |
| Solpar House Spar | 4 50 |
| Solpar Floor | 4 50 |
| Solpar Interior | 3 50 |
| Kyanize Spar | 5 15 |
| Kyanize Cabinet Rubbing | 4 8[illegible] |
| Kyanize Interior and Floor | 4 8[illegible] |
| Luxeberry light | 4 [illegible] |
| Luxeberry granite | 4 90 |
| Luxeberry spar | 5 [illegible] |
| Ramsay's Universal | 3 [illegible] |
| Ramsay's Agate Floor | 3 [illegible] |
| Ramsay's 400 Hard Oil | 3 2[illegible] |
| Ramsay's, No. 720 | 3 90 |
| Crown Diamond Floor | 4 2[illegible] |
| "C.D. Big 4" Exterior | 5 0[illegible] |
| "C.D. Big 4" Interior | 4 5[illegible] |
| "C.D. Big 4" Floor | 4 40 |
| C. D. General Purpose | 4 1[illegible] |
| C. D. Furniture | 2 [illegible] |
| Dougall Univarnish, clear | 4 40 |
| Dougall Transparent, spar | 4 90 |
| Dougall Transparent, floor | 4 40 |
| Copalite | [illegible] |
| Adelite, No. 103, Floor | 4 56 |
| Adelite, No. 105, Flat | 4 56 |
| Adelite, No. 100, Spar | 6 00 |

F.o.b. Montreal, Toronto

| **WATER PAINTS** | |
|---|---|
| Rockface, bbls., 250 lb. | 0 05 |
| Opalite, 300 lb. bbls. | 0 13½ |
| Opalite, 100 lb. kegs | 0 14½ |
| 1 gal. packages, per pkg. | 0 75 |
| ½ gal. package, per pkg. | 0 40 |

| **WATER PAINTS** (per 100-lbs.) 5-lb. pkgs. | White | Colors |
|---|---|---|
| Decotint | 9 00 | 9 00 |
| Coralite | 9 50 | 9 |
| Perfecto | 8 50 | 9 50 |
| Solpar | 8 80 | 9 90 |
| C. D. Wall Coating, white | 8 75 | |
| Do., colors | 9 25 | |
| A. & E Hygiene Kal. | 0 42 | 0 48 |
| Do. in 100 lb. kegs | 0 09 | .... |
| Do., in 300 lb. bbls | 0 08 | .... |

**WASTE**

| | | | |
|---|---|---|---|
| Cream, Polishing | 0 19½ | | 0 20 |

**WHITE**

| | | | |
|---|---|---|---|
| XXX | 0 18½ | XXX ex. | 0 17 |
| XX | 0 16½ | XX grad. | 0 16 |
| X | 0 15½ | XLCR | 0 15 |
| XC | 0 14½ | X empire | 0 14 |
| | | X press | 0 13 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 1 | 0 13½ | Fancy | 0 14 |
| No. 1A | 0 11½ | Lion | 0 12½ |
| No. 7 | 0 12½ | Standard | 0 11 |
| No. 1B | 0 10½ | Popular | 0 10 |
| | | Keen | 0 09 |

Above lines subject to trade discount for quantity.

| **WAX** | |
|---|---|
| B.H. Wax | 0 50 |
| Berry Bros. | [illegible] |
| Imperial Floor Wax | 0 40 |
| Anchor | 0 38 |
| O.P.W. Lion Brand | 0 50 |
| Old English | 0 67 |
| Johnson's | 0 67 |
| Jamieson's liquid wax, gal. | 8 50 |
| Ramsay's | 0 4[illegible] |
| Martin-Senours | 0 58 |
| I.V. Wax | 0 59 |
| Sherwin-Williams | 0 60 |
| Solpar | 0 40 |
| Sturgeon French Polish | 0 60 |
| Crown Diamond | 0 45 |
| Hillcrest | 0 45 |
| Plymouth Rock | 0 60 |
| Champion White | 0 50 |

F.o.b. Montreal and Toronto

| **WHITING** | |
|---|---|
| Gilders, bolted, in bbls. | 3 2[illegible] |

| **WOOD ALCOHOL** | Per gal |
|---|---|
| In five gallons | $2 75 |
| Methylated Spirits | 1 90-2 56 |

F.o.b. Montreal Toronto London

# GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

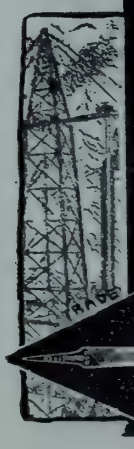
We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Wire or Phone for Prices*

**Hobbs Manufacturing Company, Limited.**

MONTREAL TORONTO LONDON WINNIPEG

# Black Diamond for Cutting




When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

**Established 1863**

**Black Diamond File Works**

**G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.**

Owned and Operated by Nicholson File Co.

# Window Glass

*Also Plate, Figured, Bent, and Ornamental Glass*

RED S

*Stained, Wired, Mirror*

***Order Early***

**The Toronto Plate Glass Importing Co., Limited**

**Don Roadway** **Toronto**

# Winnipeg Hardware Quotations

**AMMUNITION**

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.80; ball, $16.70.

**AMMUNITION, DOMINION**

| | Blk. List | Lesmok List | Smkless List |
|---|---|---|---|
| BB caps .. | ..... | ..... | $ 7 00 |
| 22 Short .. | ..... | $10 00 | 10 70 |
| 22 S. Mush. | ..... | ..... | 11 50 |
| 22 Long ... | ..... | 12 00 | 15 00 |
| 22 L. Mush. | ..... | ..... | 16 00 |
| 22 L.D. do. | ..... | ..... | 18 70 |
| 22 L. Rifle. | ..... | 14 00 | 17 50 |
| 25 Short .. | $23 50 | ..... | ..... |
| 32 Short ... | 23 50 | ..... | 70 00 |
| 25/20 ..... | ..... | ..... | 70 00 |
| 25 Colt Auto | ..... | ..... | 58 00 |
| 30 Mausey . | ..... | ..... | 91 00 |
| 32 S. & W. | ..... | ..... | 42 00 |
| 32 S. Colt . | 33 50 | ..... | ..... |
| 32 Colt Auto | ..... | ..... | 68 00 |
| 32/30 ..... | ..... | ..... | 70 00 |
| 38 S. & W. | ..... | ..... | 54 50 |
| 44 G. Getter | ..... | ..... | 66 50 |
| 44/40 ..... | ..... | ..... | 84 00 |
| 455 Target . | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross ... | ..... | ..... | 209 00 |
| 35/35 ..... | ..... | ..... | 125 50 |
| 30/30 ..... | ..... | ..... | 144 50 |
| 303 Savage. | ..... | ..... | 144 50 |
| 303 British. | ..... | ..... | 190 00 |
| 32/40 ..... | ..... | ..... | 121 50 |
| 32 Special.. | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. ... | ..... | ..... | 190 00 |
| 35 Rem. Rim. | ..... | ..... | 159 50 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 38/55 ..... | ..... | ..... | 182 00 |
| 45/70-405 .. | 188 00 | ..... | ...... |

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

**ANVILS**

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

**AUGER BITS**

Standard List Prices per Dozen.

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices.

Irwin ............15% on list

Common ........20% off list

**AXES**

| | | |
|---|---|---|
| Single Bit ........ | $15 50 | $19 00 |
| Double Bit ...... | ..... | 24 00 |
| Broad Axes ............. | | 60 00 |

**AXES, BENCH**

| | |
|---|---|
| No 2 .................. | $ 20 52 |
| No 3 .................. | 23 10 |
| No. 4 .................. | 25 14 |
| No. 5 .................. | 27 70 |
| No. 6 .................. | 30 80 |

**BAR IRON**

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

**BARS, CROW,** $12.00 per 100 lbs.;

**BELT LACING**

In sides tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50 cut $3.00

Blue Stone (Vitriol), 11½c.

**BELTING**

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double' 'list is just twice the

**BOARD, BEAVER** Per M ft.

1,000 ft. to 5,000 ft....... $51.50

**BOILERS, RANGE**

30-gal., each .............$ 10 00

**BOLTS—**

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

**BORAX** Borax, per lb., 12c.

**BUTTS**

Plated—No. 241 Antique Copper and Dull Brass Finish.

| | Per pr. |
|---|---|
| 2½ x 2½ in. ............ | 0 36 |
| 3 x 3 in. ............ | 0 37 |
| 3½ x 3½ ............ | 0 38 |
| 4 x 4 in. ............ | 0 50 |
| 4½ x 4½ ............ | 0 75 |
| 5 x 5 in. ............ | 1 30 |

Wrought Steel—

| | |
|---|---|
| No. 800 ............... | net prices |
| No. 804 ............... | net prices |
| No. 838 ............... | net prices |
| No. 840 ............... | net prices |

**CARPET FELT** Per Roll

| | |
|---|---|
| 16 oz.—50 lbs. ............ | 4 70 |
| 20 oz.—54 lbs. ............ | 5 90 |

**CHAIN**

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

**CHIMNEYS, LAMP**

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

**CHOPPERS, FOOD**

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

**CHURNS**

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

**CLEVISES, MALL.** 21c per lb.

**CLIPPERS, HORSE** Each

| | |
|---|---|
| Stewart, No. 1 ............. | $10 88 |
| Hand, Newmarket ... ..... | 8 60 |

**CLOCKS—Alarm**

| | Each |
|---|---|
| Big Ben ................. | $3 85 |
| Baby Ben ................. | 3 85 |
| America ................. | 1 80 |
| Sleepmeter ................. | 2 35 |

**CLOTHES LINE WIRE** Doz.

| | |
|---|---|
| 50 foot, 19 g. ............. | $4 40 |
| 100 foot, 19 g. ............. | 7 25 |

**COPPER**

Sheet and planished copper, 60c per lb. Tinned, 75c.

**CORD SASH**

Coils or Hanks.

8, 9, 10 ................ $0 53 lb.

**DRILLS**

See Eastern list.

| | |
|---|---|
| Bit stock discount ........... | 40% |
| Blacksmiths' ½ inch shank... | 25% |
| Straight shank ..... ........ | 25% |
| Do., wire ...... ........ | 25% |
| Taper shank ...... ... ...... | 25% |

**EAVETROUGH**

Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.

Conductor Pipe. 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

**ENAMELWARE**

See Wares

**FILES**

| | |
|---|---|
| Globe ............ | Discount 50/5% |
| Nicholson Gen. ...... | Discount 30% |

**FITTINGS—Malleable**

| | |
|---|---|
| Class A .................. | 55% |
| Class B and C, off new list. | 65% |
| Bushings .................. | 20% |

Unions, "Dart"—

¼ to 2-in. ............Net list

⅛, 2½, 3½ and 4-in. ..Net list

Nipples, 4 in. and under ... 40%

**FRY PANS** Each

| | |
|---|---|
| Cast iron, No. 8.......... | $1 05 |
| No. 9.......... | 1 15 |

**GALVANIZED WARE**

See Wares.

| GLASS, WINDOW | Single | Double |
|---|---|---|
| Up to 25-in. ...... | $ 7 50 | .... |
| 26 to 40 in. ..... | 9 22 | 14 18 |
| 41 to 50 in. ...... | 9 98 | 14 86 |
| 51 to 60 in. ....... | 10 30 | 15 82 |
| 61 to 70 in. ....... | 10 70 | 16 42 |

**GLASS (Plate)**

60 per cent.

**GLOBES, LANTERN** Doz

| | |
|---|---|
| Cold Blast ............... | $ 1 50 |
| Short ...... ............. | 1 50 |
| Genuine Ruby .... ......... | 5 06 |

**GRIDDLES, PANCAKE**

| | |
|---|---|
| Round, No. 1 ............. | $1 05 |
| No. 2 ............. | 1 15 |
| Oblong, No. 8L ........... | 1 10 |
| No. 9L ........... | 1 25 |
| No. 3 ...... ..... | 1 90 |

**GRINDSTONES**

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

**HARVEST TOOLS.** 50% and 10%.

**HAMMERS—Adze-Eye, Plain**

| | Doz. |
|---|---|
| No. 0, 1½ lb. ............ | $20 20 |
| No. 1, 1¼ lbs. .......... | 19 05 |
| No. 1½, 1 lb. .......... | 18 95 |
| No. 2, 13 oz. ............ | 18 50 |
| No. 22, 1¼ lbs. .......... | 15 00 |
| No. 21, 1 lb. ............ | 13 65 |
| **Bell Face** | Doz. |
| No. 61, 1¼ lbs. .......... | $19 05 |
| No. 61½, 1 lb. ......... | 18 95 |
| No. 62, 13 ozs. .......... | 18 50 |
| No. 65, 1¼ lbs............ | 15 00 |
| No. 64, 1 lb. ............ | 13 65 |

**HAMMERS, MACHINISTS'**

| | Doz. |
|---|---|
| No. 30 up to and including | |
| No. 1 ................. | $13 85 |
| No. 1½ ............... | 16 15 |
| No. 2 ............... | 18 50 |
| No. 2¼ ............... | 20 20 |

**HAMMERS, MASONS'**

No. 43, 5 lb. and over, $23 per cwt.

**HAMMERS' STRIKING**

Double face, No. 38, 5 lbs., $17.00. per cwt.

**HINGES—Net prices.**

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

**HORSESHOES**

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17, toe weight, $11.95.

**HOSE, GARDEN**

| | 3-ply | Per 100 ft. Moulded |
|---|---|---|
| ½ in. .... ..... | $13 00 | $21 00 |
| ⅝ in. .... .... | 16 00 | ..... |
| ¾ in. .... .... | 17 00 | 28 00 |

| IRON, GALVANIZED | Apollo and "Fleur Premier de Lis" |
|---|---|
| 10¾ oz. or 28 Eng. ...... | $9 85 |
| 28 Am. or 26 Eng. ........ | 9 45 |
| 26 Am. or 26 Eng. ........ | 8 95 |
| 24 ........................ | 8 80 |
| 22 ........................ | 8 80 |
| 18 and 20 ................ | 8 65 |
| 16 ........................ | 8 50 |

**IRONS, SAD**

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

| | |
|---|---|
| Mrs. Potts' No. 55, set ...... | $2 60 |
| Mrs. Potts, No. 50, set ..... | 2 70 |

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

**JACKSCREWS**

15% on list.

**KNIVES—HAY**

| | |
|---|---|
| Heath's .................... | $17 50 |
| Lightning .................. | 17 50 |

**LADDERS, STEP**

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

**LADDERS, EXTENSION**

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

**LANTERNS**

Cold Blast

| | |
|---|---|
| No. 2 Japaned ........... | 13 50 |
| No. 2. Coppered .......... | 16 25 |
| No. 2, plain .............. | 12 75 |
| Short Globe, doz. .......... | 12 75 |

**LATCHES—THUMB, STEEL**

| | Doz. |
|---|---|
| 102 ...................... | $2 40 |
| 103 ...................... | 2 45 |
| 104 ...................... | 2 85 |
| **Barn Door** | |
| 5 ... .................... | 3 85 |
| 8 ........ ............... | 4 25 |
| 9 ........ ............... | 6 50 |

**LEAD PIPE,** $12.06.

**LEAD WASTE,** $12.96.

**WHITE LEAD**

Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

**LINSEED OIL**

See weekly report.

**MACHINES—WASHING**

| | |
|---|---|
| Dowswell ................ | $9 55 |
| New Century ....... | |
| Canadian ................ | 10 85 |

**MATTOCKS**

Pick. $14.25; cutter, $14.25.

**MOPS**

| | |
|---|---|
| O-Cedar, No. 1 .......... | $16 00 |
| O-Cedar, No. 8 .......... | 16 00 |
| Self-wringing .. .. ........ | 6 70 |
| Mop Handles .............. | 2 10 |

**MOWERS—LAWN**

| | 12 in. | 14 in. | 16 in. |
|---|---|---|---|
| Woodyatt .... .. | $ | 12 00 | $12 75 |
| Empress ..... .... | | 14 25 | 15 00 |
| Daisy .... ........ | | 8 75 | 9 50 |
| Star ...... ...... | | 7 40 | 7 85 |
| K—3-blade | 9 60 | 10 25 | 10 60 |
| C—4-blade | 10 70 | 11 25 | 11 75 |
| BB—4-bld. | 12 45 | 13 00 | 13 65 |

**NAILS**

Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

**NAILS, HORSE, 25-lb. Box**

| | MRM | Capewell | New Peerless |
|---|---|---|---|
| No. 4 ...... | .... | .... | $7 75 |
| No. 5 ...... | $5 25 | $7 00 | 5 75 |
| No. 6 ...... | 5 00 | 6 75 | 5 50 |
| No. 7 ...... | 4 75 | 6 50 | 5 25 |
| No. 8 ...... | 4 75 | 6 25 | 5 00 |
| No. 9 ...... | 4 00 | 6 00 | 4 75 |

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

# Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

# G. F. Stephens & Co., Limited

***Paint and Varnish Makers***

**Winnipeg** **Calgary** **Edmonton**

*If interested tear out this page and place with letters to be answered.*

# Winnipeg Hardware Quotations—Continued

**NETTING—POULTRY**

| | |
|---|---|
| 1 in. mesh x 24 in. | $6 68 |
| 30 in. | 8 [illegible] |
| 36 in. | 10 [illegible] |

**NUTS**

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

**OAKUM**

| | |
|---|---|
| Clipper, spun, bale 50 lbs. | $11 50 |
| Clipper, unspun, bale, 50 lbs. | .... |
| Plumbers, bale 50 lbs. | 5 00 |

**OILS—**

| | Gallon |
|---|---|
| Kerosene | 0 20½ |
| Gasoline | 0 39 |
| White Rose Gasoline | 0 39 |
| En-ar-co Motor Oil, med. and heavy | 1 15 |
| Do., ext. heavy | 1 25 |
| Black (summer) | 0 32½ |
| Black (winter) | 0 33 |
| Imperial kerosene tractor | 1 35 |
| Capital cylinder | 0 96½ |
| Castor machine | 0 60½ |
| Imperial gas engine | 0 65 |
| Discount 10%. | |
| Polarine | 1 25 |
| Polarine A | 1 25 |
| Polarine heavy | 1 25 |
| Gargoyle Mobile A | 1 71½ |
| Gargoyle Mobile B | 1 81½ |
| Gargoyle Mobile BB | 1 81½ |
| Gargoyle Mobile E and Arctic | 1 56½ |
| Fuel oil | On application |
| Discount 25%. | |
| Wm. Penn Motor, medium | 1 25 |
| Do., heavy | 1 25 |
| French C, medium | 0 60 |
| French A, heavy | 1 00 |
| Transmission, No. 1 | 1 00 |
| Steam sylinder, No. 650C. | 1 00 |
| Volunteer, reg. gas engine | 0 65 |
| Century caster machine | 0 50 |
| Melrose Harvester machine | 0 [illegible] |
| 25% and 10%. | |

**PAINTS, PREPARED**

See weekly report.
(1 gallon can basis)

| | |
|---|---|
| Stephens' white | $4 60 |
| Stephens' colors | 4 25 |
| Stephens' floor | 4 10 |
| Silkstone white | 4 00 |
| Silkstone colors | 3 90 |
| Stephens' barn | 2 35 |
| Stephens' barn, extra color | 2 55 |
| Lion white | 4 60 |
| Lion colors | 4 25 |
| H.D. floor | 4 10 |
| Velvetone white | 4 00 |
| Velvetone tints | 3 90 |
| Ramsay's white | 4 45 |
| Do., colors | 4 10 |
| Dultone, White | 4 00 |
| Do., colors | 3 90 |
| Martin-Senour, white | 4 60 |
| Senour's floor | 4 10 |
| M.S. Neutone, white | 4 00 |
| M.S. Neutone, colors | 3 90 |
| M.S. Red Schoolhouse | 2 50 |
| M.S. Standard Barn | 1 37 |

**PAPER, BUILDING**

| | |
|---|---|
| Dry Fibre, No. 1 | $1 25 |
| Sunrise | 1 00 |
| Anchor, tarred | 1 45 |
| O.K. tarred | 1 45 |
| Tarred Felt | 5 85 |

**PICKS, CLAY**

5-6 lbs., $10.25; 6-7 lb., $11.25 doz.; 7-8 lb., $12.25.

**PIPE, WROUGHT**

Per 100 feet.

| | Blk. | Galv. |
|---|---|---|
| ⅛ in. | $ 6 85 | $ 9 25 |
| ¼ in. | 5 40 | 7 90 |
| ⅜ in. | 5 52 | 8 05 |
| ½ in. | 7 18 | 9 12 |
| ¾ in. | 8 58 | 11 07 |
| 1 in. | 12 30 | 15 95 |
| 1¼ in. | 16 62 | 21 60 |
| 1½ in. | 19 90 | 25 83 |
| 2 in. | 26 75 | 34 75 |
| 2½ in. | 42 30 | 54 95 |
| 3 in. | 55 35 | 71 87 |
| 3½ in. | 73 23 | 91 30 |
| 4 in. | 86 75 | 110 30 |
| 4½ in. | 99 50 | 126 95 |
| 5 in. | 116 05 | 148 00 |
| 6 in. | 150 50 | 191 98 |

**PLASTER PARIS**

Per barrel ..... 6 75- 7 50

**PLATES, CANADA**

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

**POLISH**

| | Liquid Veneer Doz. | O-Cedar Doz. |
|---|---|---|
| 4-oz. | $ 2 40 | $ 2 40 |
| 12-oz. | 4 80 | 4 80 |
| 1-quart | 10 00 | 12 00 |
| ½-gal. | .... | 20 00 |
| 1-gal. | 28 08 | 28 00 |

**PULLEYS, CLOTHES LINE**

| | Doz. |
|---|---|
| No. 58, jap. 5" wheel | $4 90 |
| No. 158, gal. 5" wheel | 5 10 |

**PUMP OILERS, GENUINE CANNON**

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

**PUMPS**

Pitcher spout, No. 1, $3 each: No. 2, $3.55 each; No. 3, $3.80 each: No. 4, $4.60 each.

**PUTTY**

| | |
|---|---|
| 100-lb. irons | $5 00 |
| 20-lb. irons, per cwt. | 5 50 |
| 1½ lb. tins | 0 10½ |

**RIVETS AND BURRS**

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

**ROPE**

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c

**SANDPAPER—**

| | B. & A Quire | B. & A Ream | Star Quire | Star Ream |
|---|---|---|---|---|
| 00, 0 | $0 41 | $ 7 10 | $0 43 | $ 7 [illegible] |
| ½ | 0 43 | 7 55 | 0 43 | 7 [illegible] |
| 1 | 0 48 | 8 55 | 0 45 | 8 [illegible] |
| 1½ | 0 52 | 9 95 | 0 50 | 9 [illegible] |
| 2 | 0 58 | 11 50 | 0 60 | 11 [illegible] |
| 2½ | 0 75 | 13 25 | 0 80 | 14 65 |
| 3 | 0 85 | 15 10 | 0 90 | 16 70 |

**SASH BALANCES** (Caldwell)

50% on list.

**SAWS, BUCK**

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

**SCREWS**

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5[illegible]. Cap Screws, 15%.

| SCYTHES— | Doz |
|---|---|
| Bramble | $..... |
| Bush | 20 50 |
| Excelsior | .... |
| Cast | 20 00 |

**SHOVELS AND SPADES**

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

**SLEDGES, BLACKSMITHS'**

No. 37, 5 lbs. and over, $20.25 per cwt.

**SNATHS**

| | |
|---|---|
| No. 2 loop | $17 25 |
| Bush | 19 50 |

**STEEL SHEETS, BLACK**

| | |
|---|---|
| 10 gauge | $6 00 |
| 12 gauge | 6 00 |
| 14 gauge | 6 05 |
| 16 gauge | 6 15 |
| 18-20 gauge | 6 80 |
| 22-24 gauge | 6 85 |
| 26 gauge | 6 90 |
| 28 gauge | 7 15 |

**STANDS**

| | Each |
|---|---|
| Washtub, Reverse Drip | $4 15 |
| Range boiler, 12 in. | 1 50 |

**SWEEPERS — VACUUM**

| | Doz. |
|---|---|
| Grand Rapids, nickeled | $109 00 |
| Household, japanned | 97 00 |
| Superba, nickeled | 123 00 |

**SWEEPERS, TOYS, BISSELL'S**

| | |
|---|---|
| Little Daisy, per gross | 35 00 |
| Little Queen, per gross | 53 00 |

F.O.B. jobbers' warehouses, Winnipeg.

**SOLDER**, per lb., 26 to 27c.

**SPIKES — BOAT**

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

**STAPLES**

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, .... Fort William .... Winnipeg.

**STEEL**

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅝ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

**STEEL HOOPS**

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in. $7.00 1¼ in., $6.90; 1½ in., $6.80.

**STEEL SQUARES**

10% on list.

**TACKS.** Carpet, 70% off list.

**TIES** Cow

**TIN AND TERNE PLATE—**

| | |
|---|---|
| 20 x 28 IC box | $21 50 |
| 20 x 28 I.X. box | 24 75 |
| 20 x 33 I.C. box | 26 25 |
| 20 x 33 I.X. box | 31 00 |
| Terne plates | 24 00 |

**TRAPS, GAME—**

| | Victor Doz | H.& N. Doz | Jump Doz |
|---|---|---|---|
| No. 0 | $2 40 | $.... | $... |
| No. 1 | 2 85 | 5 20 | 3 85 |
| No. 1½ | 4 35 | 7 85 | 5 70 |
| No. 2 | 6 00 | 11 00 | 8 00 |
| No. 3 | 10 15 | 14 70 | 12 [illegible] |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $25 55 | $20 55 |
| No. 1 | 22 20 | 24 35 |
| No. 2 | 19 00 | 21 10 |
| No. 3 | 16 80 | 18 00 |

**TURPENTINE**

See weekly report.

**TWINE (WRAPPING)** Lb

| | |
|---|---|
| Cotton, 3-ply, cones | $0 38 |
| Cotton, 3-ply, balls | 0 43 |
| Cotton, 4-ply, cones | 0 41 |
| Cotton, 4-ply, balls | 0 45 |

**VARNISHES—**

| | |
|---|---|
| Stephens' Luminette, gal. | $4 00 |
| Stephens' Exalite, gal. | 4 75 |
| Lion Brand Color Varnish, per gal. | 4 50 |

**WARES, ETC.—**

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

**WASHERS—**

| Size | Case lots | Less |
|---|---|---|
| 3-16 in. | $ 12 70 | $13 20 |
| ¼ in. | 11 26 | 11 76 |
| 5-16 in. | 10 62 | 11 12 |
| ⅜ in. | 9 90 | 10 40 |
| 7-16 in. | 9 34 | 9 84 |
| ½ in. | 9 02 | 9 52 |
| 9-16 in. | 8 94 | 9 44 |
| ⅝ in. | 8 86 | 9 36 |
| ¾ in. | 8 78 | 9 28 |
| ⅞ in. | 8 70 | 9 20 |
| 1 in. | 8 70 | 9 20 |
| 1⅛ in. | 8 70 | 9 20 |
| 1¼ in. | 8 86 | 9 36 |
| 1⅜ in. | 8 86 | 9 36 |
| 1 7-16 in. | 8 86 | 9 36 |
| 1½ in. | 8 86 | 9 36 |

**WASTE**

| | |
|---|---|
| Cream, polishing | 0 24½ |

**WHITE**

| | |
|---|---|
| XXX Extra | $0 21 |
| XX Grand | 0 20 |
| XLCR | 0 19 |
| X Empire | 0 17½ |
| X Press | 0 16 |

**COLORED**

| | |
|---|---|
| Fancy | $0 17½ |
| Lion | 0 16 |
| Standard | 0 14½ |
| Popular J | 0 13 |
| Keen | 0 11½ |

Above lines subject to trade discount for quantity.

| WEIGHTS, SASH | Per 100 lbs. |
|---|---|
| Sectional | $7 50 |
| Solid | 7 00 |

| WELL WHEELS | Doz. |
|---|---|
| Cast, covered, 8 in. | $11 60 |
| Cast, plain, 10 in. | 15 60 |
| 12 in. | 18 85 |
| 14 in | 24 00 |

| WHEELBARROWS | Each |
|---|---|
| U. S. | $ 6 60 |
| General purpose | 7 90 |
| Stone | 13 75 |
| Navvy, doz. | 105 00 |

**WIRE — BARB**

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls $3.50 per 100 sq. feet.

**WIRE — PLAIN**

Bale ties, 14-gauge, single loop $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c

**WIRE — ANNEALED**

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

**WRENCHES — NUT**

| Agricultural— | |
|---|---|
| 6-inch | $ 9 00 |
| 8-inch | 10 80 |
| 10-inch | 12 60 |
| 12-inch | 16 20 |
| 15-inch | 21 60 |
| Perfect Handle— | |
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | .... |
| 12 inch | .... |
| 15 inch | .... |
| 18 inch | .... |

**WRENCHES—PIPE**

Trimo—30% off list.

Stillson—30% off list.

| | — Dozen — Black | N. P |
|---|---|---|
| Always Ready | | |
| No. 1 | $4 60 | $ 5 00 |
| No. 2 | 6 30 | 6 75 |

| WRINGERS, CLOTHES | Doz |
|---|---|
| Universal | $49 50 |
| New Ese | 76 50 |
| Regent | 69 00 |

**The Trade Mark behind the "Hardware House of Quality"**

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

**The Largest Wholesale Hardware Dealers in Canada**

## Diamond "A"

For holding Fall paint customers for permanent trade—for next year's trade and the year after that—there is nothing like the satisfying, lasting service of Diamond "A" House Paint.

## House Paint

**Our Guarantee**

We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc). Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer and nothing else and is sold subject to chemical analysis.

# For Fall Painting

## *Kyanize*

KY-A-NIZE

**For Floors, All Wood Work and Motor Cars**

Kyanize will make your floors and furniture look like new and a cloth with warm water will keep them looking spick and span. Kyanize is the most durable finish ever made. Can be supplied in clear and eight popular colors.

Kyanize Motor Car Enamels are easy to apply, dry hard in a short time, with a beautiful lustre that lasts. Made by the celebrated Kyanize Process, they color and varnish in one operation. Nine beautiful, permanent colors, also a rich lustrous black.

**Economize with Kyanize.**

## The J. H. Ashdown Hardware Co., Limited

**Winnipeg, Canada**

**Calgary** **Saskatoon**

*If interested tear out this page and place with letters to be answered.*

*"56 Years of know how."*

# Painters Appreciate "Better Brushes"

If you are a good salesman you can probably sell any kind of brush *once*, but it is up to the brush itself to bring the painter back for a *repeat order*.

Simms "Better Brushes" give Better Service. They are more durable and do not shed their bristles, because the bristles are set in vulcanized rubber.

Painters appreciate long service in the brushes they use and are learning to ask for Simms Brushes by name.

**Feature Simms Paint and Varnish brushes with your paint displays. They are real business builders.**

TRADE SIMMS SET IN RUBBER SIMMS MARK

*T. S. Simms and Co. Limited*

***Makers of Better Brushes for 56 Years***

HEAD OFFICE: St. John, N. B.
BRANCHES: Montreal, Toronto, London, Ont., Winnipeg.

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

**REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'**
**BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR**
**BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST**

| | | | |
|---|---|---|---|
| **HEXAGON BARS** | | **MACHINE STEEL** | |
| **BOILER TUBES** | **NUTS** | **RIVETS** | **SHAFTING** |
| **ANGLES** | **CHANNELS** | **RAILS** | **TEES** |
| **FORGING BILLETS** | **CAP SCREWS** | **WASHERS** | **SET SCREWS** |

**GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES**

## GET OUR MONTHLY STOCK LIST

**A COMPLETE LINE FOR**

**THE MANUFACTURER — THE WHOLESALER — THE CONSUMER**

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY, LIMITED

**WINNIPEG, MANITOBA**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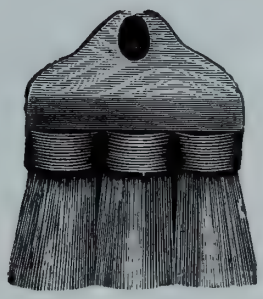
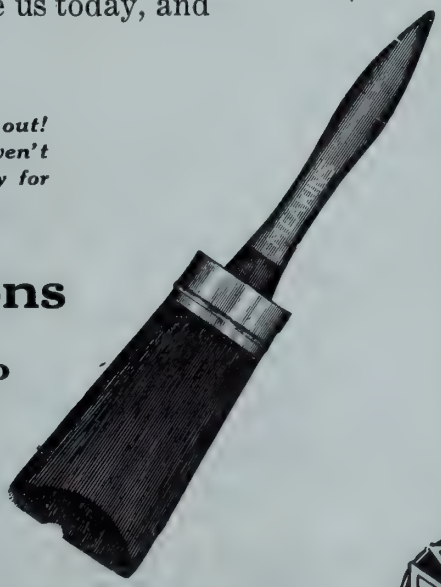


# Meakins Brushes

Meakins Brushes suit the high-grade hardwareman's needs exactly, because they are superior, perfectly made brushes that give lasting satisfaction, and reflect credit and good-will on the merchant who sells them.

The bristles in Meakins Brushes are permanently secured by our famous Rubber Set process—a convincing point to painters, whether professional or amateur. The bristles are the highest quality obtainable, carefully sorted and reinforced with a remarkably effective ferrule. The handles are well designed and suitably shaped to fit the hand and lessen fatigue. There are brushes in the Meakins line from paint brushes to scrub brushes. Write us today, and learn what's in it for you.



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**Meakins & Sons**
**Limited**
**Hamilton, Ontario**

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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**BOX OPENING TOOLS**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**BRADS, WIRE**
The Western Wire & Nail Co., London, Ont.

**BRASS CASTINGS AND GOODS**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
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Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BEARINGS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**BLACK LEAD**
John Oakey & Co., Ltd., London, Eng.

**BLACK SHEETS**
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**BLASTING SUPPLIES**
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Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

**BITS, FORSTNER**
Progressive Mfg. Co., Torrington, Conn.

**BITS, EXTENSION**
Millers Falls Company, Millers Falls, Mass.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**BRACES**
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Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
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Stevens-Hepner Ltd., Port Elgin, Ont.

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Rubberset Co., Ltd., Toronto, Ont.
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Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BRUSHES, GENERAL, MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BUILDING PAPERS**
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

**BURLAP, DECORATIVE WALL**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

Homes and buildings roofed with Brantford Asphalt Slates lend distinction to the neighborhood. The red and green slates are in Nature's own colors, unfadeable, and harmonize perfectly with the surroundings. You will add attractiveness and value to your home by using

## SIX ROOF COSTS

1—INITIAL COSTS OF MATERIALS—Brantford Asphalt Slates are sometimes higher in initial cost for the material.

2—NAILS REQUIRED—Brantford Asphalt Slates require ONLY 648 nails to lay a square. Brantford Asphalt Slab Slates require ONLY 450 nails.

3—COST OF LAYING—Brantford Asphalt Slab Slates are four on one strip—require only one operation in handling, one operation in spacing—Individual slates are 8x12¾ inches—Cut easily, fit easily, fit on angles and bend over round surfaces. You save 30 to 50 per cent. in laying.

4—NO PAINT OR STAIN REQUIRED—The surface of Brantford Asphalt Slates is in nature's permanent colors, green and red, unfadeable, always attractive—requiring no stain to produce artistic effects, no liquid coats to make them fire-resistant.

5—SAVING OF INSURANCE—Brantford Asphalt Slates are classed as non-combustible by fire insurance Companies—a direct saving of from 10 to 20 per cent. on premiums is effected. In certain localities fire regulations demand asbestos paper under some roof materials, but Brantford Asphalt Slates are fire-resistant and are immune from special regulations.

6—COST OF REPAIRS—From the day they are laid Brantford Asphalt Slate roofs show almost 100 per cent. of the original roof untouched. Brantford Asphalt Slates do not curl, split, crack or rot. Complete protection and permanent protection are built into Brantford Asphalt Slate Roofs.

# Brantford
## Asphalt Slates

Roofing with Brantford Asphalt Slates, individual, slab (four in one) or Winthrop tapered, provide a roof covering that lasts for years without repairs or renewals.

Highest quality felt, best grades of asphalt for saturation and coating, and the encrusting of the upper surface with slate—every opertaion and all materials conform to Brantford Roofing standards.

Put the Best Roofing on YOUR HOME.

Distributed under Brantford Roofing Trade Marks, through Brantford Roofing Dealers. Stock carried, information furnished, service rendered by our dealer in your district.

**Brantford Roofing Company, Limited**

**Head Office and Factory: Brantford, Can.**

**Branches at Toronto, Montreal, Halifax, Winnipeg**

*If interested tear out this page and place with letters to be answered.*

# THE BUYERS' GUIDE

**BUSINESS MACHINES**
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

**BUTTER MOLDS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**BUTTER WORKERS**
Beatty Bros., Ltd., Fergus, Ont.

**BUTTS AND HINGES**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BURRS**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

**BUILDERS' CASTINGS OF ALL KINDS**
The Katie Foundry Co., Galt, Ont.

**BUILDERS' HARDWARE**
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

**BUILDERS' SUPPLIES**
The Barrett Co., Ltd.

**BUMPERS, AUTOMOBILE**
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

**BUMPERS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**CABINET HARDWARE**
Stratford Brass Co., Ltd., Stratford, Ont.

**CALKS, BOOT**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**CALIPERS AND DIVIDERS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**CALIPER GAUGES**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CANOES**
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

**CAN OPENERS**
The United Royalties Corp., New York, N.Y.

**CARBORUNDUM**
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

**CARRIAGE HARDWARE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

**CARRIAGE TOP MATERIALS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CARPET, SWEEPERS**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

**CARTRIDGES**
Dominion Cartridge Co., Ltd., Montreal.

**CASEMENT FASTENINGS AND FITTINGS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**CASTERS**
Canada Foundries & Forgings, Ltd., Brockville.

**CATCHES, SCREEN DOOR**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CEMENT**
The Barrett Co., Ltd.

**CEMENT, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**CEMENT, ROOFING**
The Barrett Co., Ltd.

**CHAINS, CUT-LINK**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**CHAINS, TIRE**
Goo & Patrick, Limited, Toronto, Ont.

**CHAIN PIPE WRENCHES**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CHAIR SEATS**
Canadian Veneering Co., Acton Vale, Que.

**CHISELS, CAPE, COLD, ETC.**
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

**CHECKING FLOOR HINGES**
Chicago Spring Butt Co., Chicago, Ill.

**CHEMICALS**
B. & S. H. Thompson Co., Ltd., Montreal, Que.

**CHOPPERS, FOOD**
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

**CHOPPERS, ICE**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CHUCKS**
Goodell-Pratt Co., Greenfield, Mass.

**CHURNS, HAND AND POWER**
Beatty Bros., Ltd., Fergus.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**CHURN, MIXER**
The United Royalties Corp., New York, N.Y.

**CLAMPS, "C"**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CLAMPS, MITRE AND DRAW**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CLAMPS**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**CLEAVERS**
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CLEAN-OUT DOORS**
The Katie Foundry Co., Galt, Ont.

**CLEVISES, MALLEABLE**
The International Malleable Iron Co., Ltd., Guelph.

**CLIPPERS, HORSE AND COW**
The Flexible Shaft Co., Ltd., Toronto.

**CLOCKS**
The New Haven Clock Co., Toronton, Ont.
The Western Clock Co., Peterborough, Ont.

**CLOTHING, ATHLETIC**
A. W. Moyer, & Co., Toronto.

**CLOSET SEATS**
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

**CLOSETS, CHEMICAL**
S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

**CLOTHES DRYERS**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

**CLOTHES LINE (WIRE)**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

**CLOTHES LINE REELS**
The United Royalties Corp., New York, N.Y.

**CLOTHES PINS**
Wm. Cane & Sons, Ltd., Newmarket, Ont.

**CLOTHES RACKS**
Walter Woods & Co., Ltd., Hamilton, Ont.

**CLOTHES REELS**
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**COLLAR PADS**
American Pad & Textile Co., Chatham.

**COFFEE PERCOLATORS AND URNS**
Landers, Frary & Clark, New Britain, Conn.

**CORRUGATED FASTENERS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

**COAL CHUTES**
The Katie Foundry Co., Galt, Ont.

**COAL HODS**
Thos. Davidson Mfg. Co., Montreal, Que.

**COBBLERS' SETS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**COKE, FURNACE, FOUNDRY AND DOMESTIC**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CONCRETE REINFORCING TWISTED SQUARES**
Burlington Steel Co., Ltd., Hamilton, Ont.

**CONDUCTOR PIPE, HOOKS, HEADS, ETC.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**CONNECTING RODS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Chicago Solder Co., Chicago, Ill.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**COTTON GLOVES**
American Pad & Textile Co., Chatham.

**COTTER PINS**
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CORDAGE**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

**CORNERS, CHEST**
The Brainerd Mfg. Co., East Rochester, N.Y.

**COUNTER-SINKS**
Goodell-Pratt Co., Greenfield, Mass.

**COUPLINGS, PIPE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**COUPLINGS, PUMP ROD**
Edward E. Johnson Inc., St. Paul, Minn.

**CRANK PULLS (WIRE)**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CRANK SHAFTS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CROWBARS**
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

**CULTIVATORS**
C. S. Norcross & Sons, Bushnell, Ill.

**CULVERTS, METAL**
The Pedlar People Ltd., Oshawa, Ont.

**CURTAIN RODS**
The Newell Mfg. Co., Prescott, Ont.

**CUTLERY**
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
G. L. Cohoon, Montreal.
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Marples & Co., Sheffield, England.

**CUTTERS**
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**CUSPIDORS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.

**DAIRY PAILS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**DAMPERS, STOVE PIPE**
Can. Foundries & Forgings, Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Myers Mfg. Co., Dresden, Ont.

**DECK SCRAPERS**
W. Drysdale, Montreal, Que.

**DESKS, SCHOOL**
Can. Foundries & Forgings, Brockville, Ont.

**DIAPHRAGMS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**DIES, STOCKS, ETC.**
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Limited, Lachine, Que.

**DISH WASHER, ELECTRIC**
The Hurley Machine Co., Limited, Toronto.

**DISPLAY RACKS AND STANDS**
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

**DOG HARDWARE**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**DOORS**
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

**DOOR BOLTS**
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**DOOR KNOBS**
Cartland & Son, Ltd., James, Birmingham, Eng.

**DOOR HANGERS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**DOOR HOLDERS**
G. W. Mallory, Blenheim, Ont.

**DOOR SPRINGS**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

**DOOR PULLS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**DOOR STRIP**
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

**DRAINERS, CELLAR**
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

**DRILLS, BREAST**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**DRILL CHUCKS**
Goodell-Pratt Co., Greenfield, Mass.

**DRILLS, BLACKSMITHS'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**DRILLS**
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

**DROP FORGINGS**
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# THE BUYERS' GUIDE

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Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

**DRY CELLS**
Canadian National Carbon Co., Toronto.

**DUSTERS**
Channell Limited, Toronto.

**DYNAMITE**
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

**EAVESTROUGH**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**EGG BEATERS**
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

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Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

**EGG CASE FILLERS**
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Walter Woods & Co., Hamilton.

**EJECTORS AND SYPHONS**
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United Brassfounders & Engineers, Limited, Manchester, Eng.

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**ELECTRIC APPLIANCES**
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The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**ELECTRIC FANS**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

**ELECTRIC BELLS**
Fenton Bros., Ltd., Sheffield, Eng.

**ELECTRIC GRATES**
Barton-Netting Co., Ltd., Windsor, Ont.

**ELECTRIC LIGHTING SUPPLIES**
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**ELECTRIC MOTORS AND GENERATORS**
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The Leeder Mfg. Co., Winnipeg, Man.

**ELECTRIC SPECIALTIES**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

**ELECTRIC SUPPLIES**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

**ELECTROPLATE WARE**
Fenton Bros., Ltd., Sheffield, Eng.

**EMERY GLASS AND PAPERS**
John Oakey & Sons, London, Eng.

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John Oakey & Co., Ltd., London, Eng.

**EMERY GRINDERS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**EMERY WHEEL DRESSERS**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

**ENAMELS**
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

**ENAMEL, STOVE PIPE**
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**ENAMELLED WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

**EQUIPMENT, STORE**
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

**ESCUTCHEON PINS**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**EXPLOSIVES**
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

**EXTINGUISHERS, FIRE**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FANLIGHT OPENERS**
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

**FASTENERS, CASEMENT, STORM, SASH & SCREEN**
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**FAUCETS, PETROLEUM**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**FEED BOXES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**FEED COOKERS**
Wheeler & Bain, Toronto.

**FELTOL**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**FELTS (TARRED AND CARPET)**
The Barrett Co., Ltd.
Alex. McArthur Co., Montreal, Que.

**FENCING AND GATES**
Banwell-Hoxie Wire Fence Co., Hamilton.
A. R. Lundy, Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**FENCE POSTS**
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

**FENCING, STAPLES AND HOOKS**
The Western Wire & Nail Co., London, Ont.

**FENCES, WOVEN WIRE, FARM AND ORNAMENTAL**
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

**FILES**
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Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

**FILLERS**
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**FIRE DOOR FITTINGS**
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**FIRE EXTINGUISHERS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FIRE DEPARTMENT SUPPLIES**
Dunlop Tire & Rubber Goods Co, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**FIRE ESCAPES**
The Dennis Wire & Iron Wks., Co., Ltd., London.

**FIRE SCREENS**
Guardian Fire Screen Mfg. Co., Ville St. Pierre, Montreal, Que.

**FIREPLACE SCREENS**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**FLASHLIGHTS, ELECTRIC**
Canadian National Carbon Co., Toronto.

**FLAT SWATERS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FOOD CHOPPERS**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**FLINT CLOTHS**
John Oakey & Sons, London, Eng.

**FLOOR CHECKS, SINGLE OR DOUBLE**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

**FLOOR DRESSING**
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**FLOOR STANDS**
Jenkins Bros., Ltd., Montreal.

**FLOOR WAX**
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

**FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING**
The Chicago Solder Co., Chicago, Ill.

**FORCE CUPS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FORGINGS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**FORGINGS, DROP**
Can. Foundries & Forgings, Ltd., Welland, Ont.

**FUNNELS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.

**FURNACES**
Burrow Stewart & Milne, Ltd., Hamilton.
Clare Bros. & Co., Limited, Preston, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
Findlay Bros., Limited, Carlettin Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
McClary Mfg. Co., Limited, London, Ont.
The Pease Foundry Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

**FURNITURE POLISH**
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

**FUSES, ELECTRIC**
Canadian Westinghouse Co., Limited, Hamilton.

**FUSE WIRE**
Canada Metal Co., Ltd., Toronto.

**GALVANIZED IRON BARS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GALVANIZED PIPE**
Canada Metal Co., Ltd., Toronto.

**GALVANIZED IRON SHEETS**
The Pedlar People Limited, Oshawa, Ont.

**GALVANIZED STEEL SHEETS**
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

**GALVANIZED WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., of Canada, Toronto.

**GALVANIZED STEEL SHEETS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**GALVANIZING**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GARDEN CULTIVATORS AND WEEDERS**
C. S. Norcross & Sons, Bushnell, Ill.

**GARAGE HARDWARE**
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

**GARAGES, METAL**
The Pedlar People Limited, Oshawa, Ont.

**GARBAGE CANS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co., of Canada, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

**GAS WATER HEATERS**
Jas. Morrison Brass Mfg. Co., Toronto.

**GASKETS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**GASOLINE**
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

**GASOLINE TANKS AND PUMPS**
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

**GATES, GALVANIZED**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

**GATES, STEEL AND WIRE**
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GAUGE COCKS, STANDARD AND HEAVY**
The James Morrison Brass Mfg. Co., Ltd., Toronto

**GAUGES**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**GENERAL RUBBER SPECIALTIES**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**GLASS BENDERS**
Toronto Plate Glass Importing Co., Toronto

**GLASS, CARRIAGE**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**GLASS CUTTERS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**GLASS CUTTING BOARDS**
The Lufkin Rule Co., of Canada, Ltd., Windsor.

**GLASS, DOOR**
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

**GLASS, FANCY**
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

**GLASS, WINDOW PLATE, ORNAMENTAL**
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

**GLASSWARE**
The Quinte General Mfg. Co., Ltd., Deseronto, Ont.
B. & H. Thompson Co., Limited, Montreal, Que.

**GLAZIERS' DIAMONDS**
A. Ramsay, Son & Co., Montreal.

**GLOVES AND MITTS**
American Pad & Textile Co., Ltd., Chatham, Ont.

**GLUE, SHEET AND GROUND**
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

**GOLF BALLS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Findlay Bros., Ltd., Carlton Place, Ont.

**GOLF CLUB HEADS, RUSTLESS**
Fenton Bros., Ltd., Sheffield, Eng.

**GRANITE WARE**
Sheet Metal Products, Ltd., Toronto.

**GRATES**
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The James Morrison Brass Mfg. Co., Ltd., Toronto.

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# AND
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**GRINDERS, HAND AND POWER**
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**GRINDING WHEELS**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

**GRINDSTONES**
The Carborundum Co., Niagara Falls, N.Y.

**GRINDSTONE FIXTURES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**GUARDS, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**GUNS**
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

**GUN PARTS**
The Fraser Co., Agents B.S.A., Montreal, Que

**GUNSIGHTS**
Marble Arms & Mfg. Co., Gladstone, Mich.

**HACK SAWS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

**HACK SAW BLADES**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**HACK SAW FRAMES**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
L. S. Starrett Co., Athol, Mass.

**HACK SAW MACHINES**
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

**HAME CHAINS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**HAMMERS**
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

**HAND DRILLS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**HANDLES**
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

**HANDLES, CHEST AND DRAWER**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HANDLES, DOOR**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HANDLES, CRANK, BALANCE, MACHINE**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**HAND PULLS**
North Bros., Mfg. Co., Philadelphia, Pa.

**HANGERS, BARN DOOR**
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HANGERS, DOOR**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

**HANGERS, DOOR AND TRACK**
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HANGERS, STORM, SASH AND SCREEN**
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HARDWARE, CARRIAGE AND AUTOMOBILE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**HARDWARE, DOOR**
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HARDWARE, BARN DOOR**
Beatty Bros., Limited, Fergus, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HARDWARE, FINISHING**
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HARDWARE SPECIALTIES**
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**HARDWARE STORE FITTINGS**
Stratford Brass Co., Ltd., Stratford, Ont.

**HARNESS HARDWARE**
G. L. Griffiths & Sons Limited, Stratford, Ont.
The Niagara Metal Stamping Corporation, Niagara
J. J. Turner & Sons Limited, Peterborough, Ont.

**HATCHETS**
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

**HASPS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HEADLIGHT, GLASS**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**HEATERS**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products Co. of Canada, Ltd.

**HEATERS, AUTO**
Chicago Flexible Shaft Co., Chicago, Ill.

**HEATERS, ELECTRIC**
The Canadian Edison Appliance Co., Limited. Stratford, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**HEAVY HARDWARE SPECIALTIES**
Burgess-Norton Mfg. Co., Geneva, Ill.

**HEELS AND SOLES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

**HINGES, BOX AND REFRIGERATOR**
The Brainerd Mfg. Co., East Rochester, N.Y.

**HINGES, ORNAMENTAL**
The Stanley Works, New Britain, Conn.

**HOOKS, HAT AND COAT**
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

**HINGES, SPRING**
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

**HINGES, STRAP AND TEE**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

**HOCKEY STICKS**
The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

**HOES**
The Warren Tool & Forge Co., Warren, Ohio.

**HOISTS**
Manitoba Steel & Iron Co., Winnipeg, Man.

**HOIST HOOKS**
Williams & Co., J. H., Brooklyn, N.Y.

**HOLLOW WARE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

**HONES, RAZOR**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

**HORSE SHOES**
The Canadian Horse Shoe Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

**HORSE SHOE PADS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**HOSE CLAMPS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**HOSE, FITTINGS AND SUPPLIES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**HOSE MENDERS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**HOT AIR REGISTERS**
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

**HOUSEHOLD APPLIANCES**
Canadian Westinghouse Co., Limited, Hamilton, Ont.

**HOUSEHOLD PAILS**
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Limited, Hull, Que.

**ICE CREAM FREEZERS**
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**INDICATORS, SPEED**
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**INDUSTRIAL DESIGNS**
Harold C. Shipman & Co., Ottawa, Ont.

**INJECTORS, AUTOMATIC**
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**INSTRUMENTS OF PRECISION**
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**INSURANCE**
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

**IRON, MERCHANTS BAR**
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**IRON, CORRUGATED**
Canada Metal Co., Toronto.

**IRON HANDLES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**IRON, HORSE SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**IRON AND STEEL BARS**
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**IRON, BAR**
London Rolling Mill Co., Ltd., The, London, Ont.

**IRONS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**IRONS, ELECTRIC**
The Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**IRONING BOARDS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**IRONING MACHINES, ELECTRIC**
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

**IRON FOR STAYBOLTS**
London Rolling Mill Co., Ltd., The, London, Ont.

**IRONWORK, BUILDERS'**
The Dennis Wire & Iron Works, Ltd., London.

**JACK PLANES**
Stanley Works, New Britain, Conn.

**JACK SCREWS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**JAPANS**
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

**JARS, FRUIT**
Walter Woods & Co., Hamilton, Ont.

**KETTLES**
The Aluminum Speciaty Co. of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

**KEYHOLE SAWS**
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

**KITCHEN WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

**KNIVES, BEET**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, CORN**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, CUTTING**
Landers, Frary & Clark, New Britain, Conn.

**KNIFE CLEANER**
The Vono Co., Dudley Port, Staffs, Eng.

**KNIVES, MACHINE**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, POCKET AND TABLE**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
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The Brainerd Mfg. Co., East Rochester, N.Y.

**LAMPS, NITROGEN AND TUNGSTEN**
The Canadian Tungsten Lamp Co., Hamilton, Ont

**LAMP BLACK**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

**LAMP BURNERS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton

**LAMP CHIMNEYS**
Walter Woods & Co., Hamilton.

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The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

**LAMPS, LANTERNS, ELECTRIC, HAND**
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

**LAMPS, ELECTRIC**
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

**LAMPS AND LANTERNS, GASOLINE AND KEROSENE**
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**LANTERNS OIL**
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

**LATCHES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

**LATH METAL**
Pedlar People, Ltd., Oshawa, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

**LATHE DOGS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

**LAWN MOWERS**
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Limited, Woodstock, Ont.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

**LAWN SEATS**
The Stratford Mfg. Co., Stratford, Ont.

**LAWN SPRINKLERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**LEAD, BLACK**
John Oakey & Sons, London, Eng.

**LEAD, CALKING AND PIG**
The Canada Metal Co., Limited, Toronto, Ont.

**LEAD PENCILS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**LEAD SHEETS AND PIPE**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**LEAD TRAPS AND BENDS**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

**LEAD WASHERS**
Canada Metal Co., Ltd., Toronto.

**LENS**
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**LETTERS AND FIGURES, EMBOSSED**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**LEVELS**
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

**LEVELS, MASONS**
Henry Disston & Sons, Limited, Toronto.

**LINES, WIRE, CLOTHES**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**LINOLEUM, PLAIN AND PRINTED**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

**LINOLEUMS, BATTLESHIP**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**LINOLEUM RUGS**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**LINSEED OIL**
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

**LOCKS**
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

**LOCK WASHER EQUIPMENT**
Sleeper & Hartley, Inc., Worcester, Mass.

**LOCKERS**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

**LOCOMOTIVE TOOLS**
J. H. Williams & Co., St. Catharines, Ont.

**LUMBER TOOLS**
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**MACHINE DESIGNS**
Harold C. Shipman & Co., Ottawa, Ont.

**MACHINES, DOUBLE CUTTING**
E. C. Atkins & Co., Hamilton, Ont.

**MACHINISTS' TOOLS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

**MALLEABLE IRON CASTINGS**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**MANGLES, CLOTHES**
Taylor-Forbes Co., Limited, Guelph, Ont.

**MANTLES, GAS**
R. M. Moore & Co., Ltd., Vancouver, B.C.

**MAULS**
The Warren Tool & Forge Co., Warren, Ohio.

**MATTOCKS**
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**NITROGEN LAMPS**
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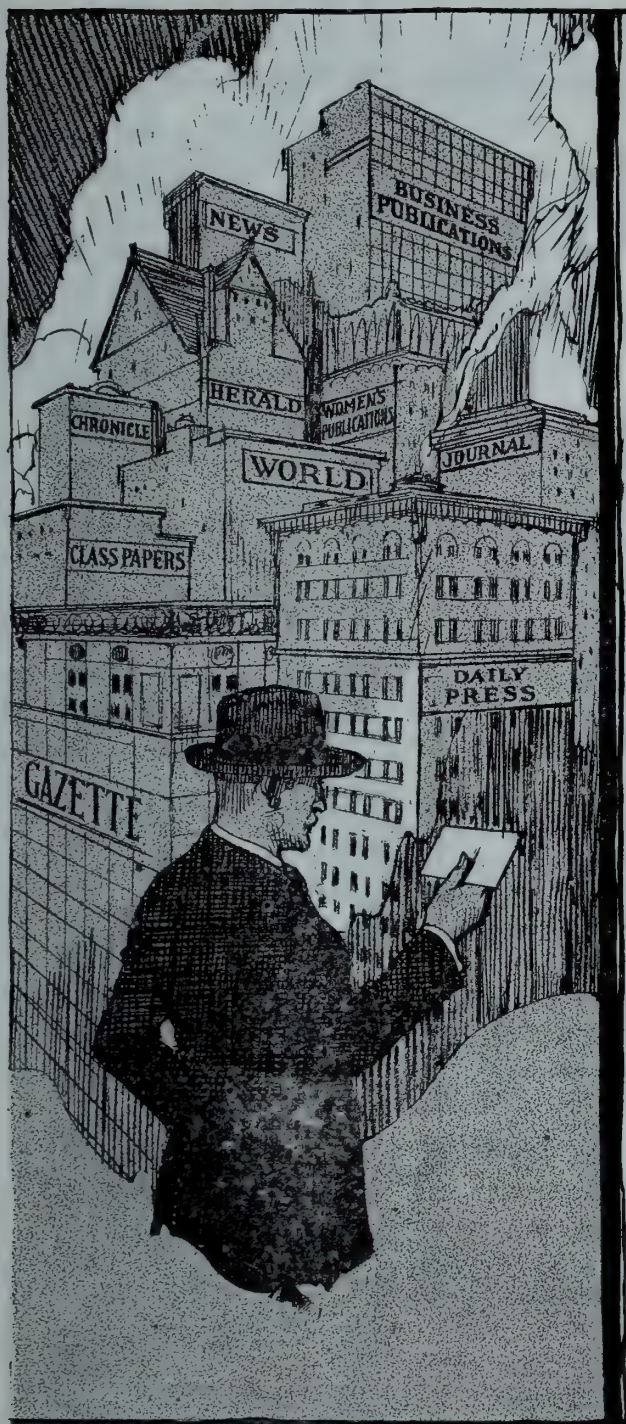


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Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

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**SCALES, MACHINISTS**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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Millers Falls Company, Millers Falls, Mass.

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R. Heinisch & Sons, Inc., Newark, N. J.
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

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Flexible Shaft Co., Ltd., Toronto, Ont.

**SHEATHING**
The Barrett Co., Ltd.

**SHEETING**
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A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.

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**SHEET METAL PRODUCTS**
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Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SHOT**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SHINGLES, METAL**
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McFarlane Douglas Co., Limited, Ottawa, Ont.

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The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**SHOW CASES**
Cameron & Co., Toronto.

**SHOVELS, SNOW**
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**SIDING, METAL**
Pedlar People, Ltd., Oshawa, Ont.

**SIGHTS, GUN AND RIFLE**
Marble Arms & Mfg. Co., Gladstone, Mich.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Oneida Community, Ltd., Niagara Falls, Ont.
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The Northland Ski Mfg. Co., St. Paul, Minn.

**SKI ACCESSORIES, BINDINGS, WAX AND POLES**
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Warren Forge & Tool Co., Warren, Ohio.

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W. Drysdale, Montreal, Que.

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**SNIPS (TINNERS')**
The Peck, Stow & Wilcox Co., Southington, Conn

**SNOW SHOES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SNOWSHOE HARNESS**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SOCKETS, WIRE ROPE**
J. H. Williams & Co., Ltd., St. Catharines, Ont

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Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.

**SOLDER, AMALGAM**
Wyatt's Products, Toronto, Ont.

**SOLDER, BAR**
The Chicago Solder Co., Chicago, Ill.

**SOLDERING PASTE**
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

**SOLDERALL**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**SOLES, HALF**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**SOAP DISHES**
Landers, Frary & Clark, New Britain, Conn.

**SPARK PLUGS**
Canada Cycle & Motor Co., Ltd., Weston Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

**SPANNERS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SPIDERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**SPIKES, EAVESTROUGH**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SPOKE SHAVES**
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

**SPORTSMEN'S SPECIALTIES**
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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**STAPLES**
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The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, On
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
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Tudhope Anderson Co., Limited, Orillia, Ont.

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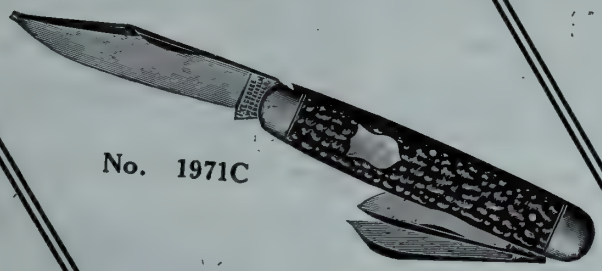

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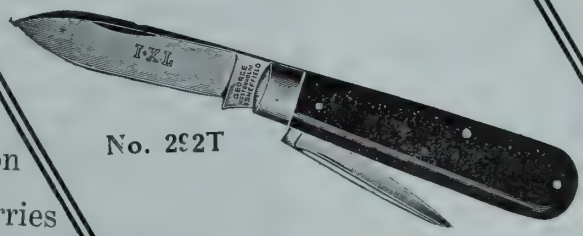


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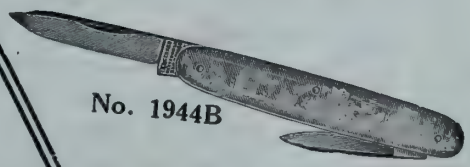

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The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
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A. B. Jardine & Co., Limited, Hespeler, Ont.
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Gendron Mfg. Co., Ltd., Toronto.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Canadian Tungsten Lamp Co., Hamilton, Ont.

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The James Morrison Brass Mfg. Co., Ltd., Toronto.

**TUBING, RUBBER**
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The Canadian Tungsten Lamp Co., Ltd., Hamilton.

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Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

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Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Onward Mfg. Co., Limited, Jitchener, Ont.

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Hoyt Metal Co., Toronto, Ont.

**VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

**VALVES, RUBBER PUMPS**
Gutta Percha & Rubber Ltd., Toronto.

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Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

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The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

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Goodell-Pratt Co., Greenfield, Mass.
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Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Veneering Co., Acton Vale, Que.

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London Rolling Mill Co., Ltd., The London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Beatty Bros., Fergus, Ont.
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Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
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The Slade Mfg. Co., Limited, Owen Sound, Ont.

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E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

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The Eureka Planter Co., Ltd., Woodstock, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

**WEIGHTS, HORSE**
The Katie Foundry Co., Galt, Ont.

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E. C. Atkins & Co., Hamilton, Ont.

**WHEELS, WELL**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Rice Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

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Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WICKS, STOVE**
The Happy Thought Foundry Co., Ltd., Brantford.

**WIND SHIELD GLASS**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

**WINDOW WEIGHTS**
The Katie Foundry Co., Galt, Ont.

**WINDOW GUARDS, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.
Wires of Canada Limited, Hamilton, Ont.

**WIRE, ANNEALED**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

**WIRE, BRIGHT**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.

**WIRE BASKETS, HEAVY**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**WIRE CLOTH**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

**WIRE, COPPERED**
The Graham Nail Works, Toronto.

**WIRE CUTTERS**
Bridgeport Hardware Co., Bridgeport, Conn.

**WIRE, HAY**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**WIRE HOOPS**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WIRE DOOR MATS**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**WIRE RODS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WIRE, OILED AND ANNEALED**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

**WIRE, TINNED**
The Graham Nail Works, Toronto.

**WIREWORK OF ALL KINDS**
B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

**WIRE WHEELS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**WIREWORKING MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**WIRE WINDOW SCREENS**
Atlas Iron, Wire & General Metal Works, Toronto.

**WOODENWARE**
The Brett Mfg. Co., Winnipeg, Man.

**WRAPPING PAPER**
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

**WRECKING BARS, CARPENTERS'**
The Warren Tool & Forge Co., Warren, Ohio.

**WRENCHES AND ACCESSORIES**
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Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

**WRENCHES, ALLIGATOR**
Bridgeport Hardware Co., Bridgeport, Conn.

**WRENCHES, RATCHET**
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**WRINGERS**
Beatty Bros., Ltd., Fergus, Ont.
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

**MOP WRINGERS**
The White Mop Wringer Co., Fultonville, N. Y.

**WROUGHT NIPPLES**
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

**WROUGHT WASHERS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**WROUGHT COUPLINGS**
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

**YOKE ENDS**
J. H. Williams & Co., St. Catharines, Ont.

**ZINC, BAR**
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The Hoyt Metal Co., Toronto.

# THOS. ELLIN & CO., Ltd.

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SHEFFIELD, ENG.

EST'D 1784

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*of the finest quality*

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POCKET and TABLE KNIVES

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Representative for Canada

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Cutlery Manufacturers

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Reliability

Finish

The Flag Brand Established 1836

Christopher Johnson & Co.

Are Manufacturers of

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Spoons and Forks and All Classes of Electro Plated Ware

JOHN WRAGG & SON
CUTLERS

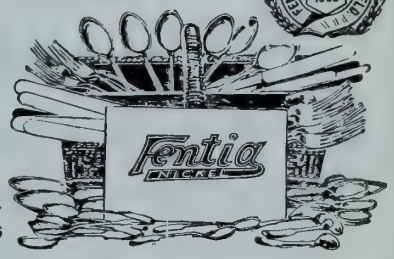
INCORPORATED
SHEFFIELD, ENG.

FENTON BROTHERS Ltd.
SILVERSMITHS

A COMPLETE TABLE OUTFIT OF 56 PIECES FLATWARE.
BEST MAKE and FINISH
At Approximately
PRE-WAR PRICES.

Fentia NICKEL

TEA and COFFEE SERVICE, with tray .. 105/6




1. FORGED STEEL BLADES, POLISHED White Handles, Nickel Silver-White Spoons and Forks 56 pieces 34/-Nett
2. STAINLESS Steel Blades FENTIA STAINLESS SILVER NICKEL HANDLES, and Spoons and Forks 56 pieces 64/-Nett.
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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.

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LONDON, S.E.1, ENG.

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WINNIPEG
Sankey and Mason, 839 Beatty St.
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LIMITED

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Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

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GRANTED 1682.

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MONTREAL

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Hat and Coat
Hooks

# JAMES CARTLAND & SON, LTD.

BIRMINGHAM (ENGLAND)

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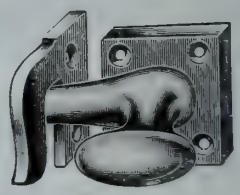
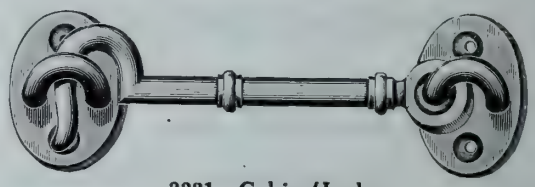
MR. R. R. SUTHERLAND
402 Confederation Life Buildings, Winnipeg

5150- Machine made
Solid Brass Hinges



B1344
Casement Fasteners

4601—Solid Drawn Brass Socket Bolts



2221—Cabin Hooks


HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.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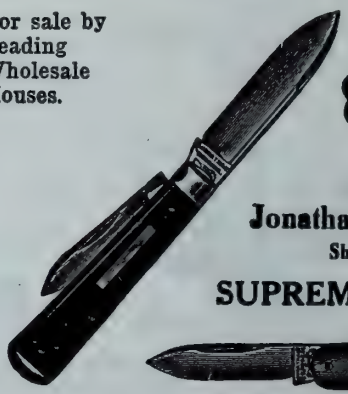
Wholesale
Houses.



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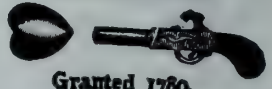

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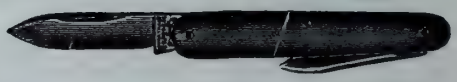

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Branches: Toronto and Vancouver

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Specially Suitable for Colonial Trade.

Low prices.

Good profits.

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Sales assisted with high-class literature free.

Order a sample case to-day.

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Established 1774

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*AGENTS not yet appointed.*
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Patent Plaited Cords
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PLAITED SASH LINES

HALYARD AND LOG LINES

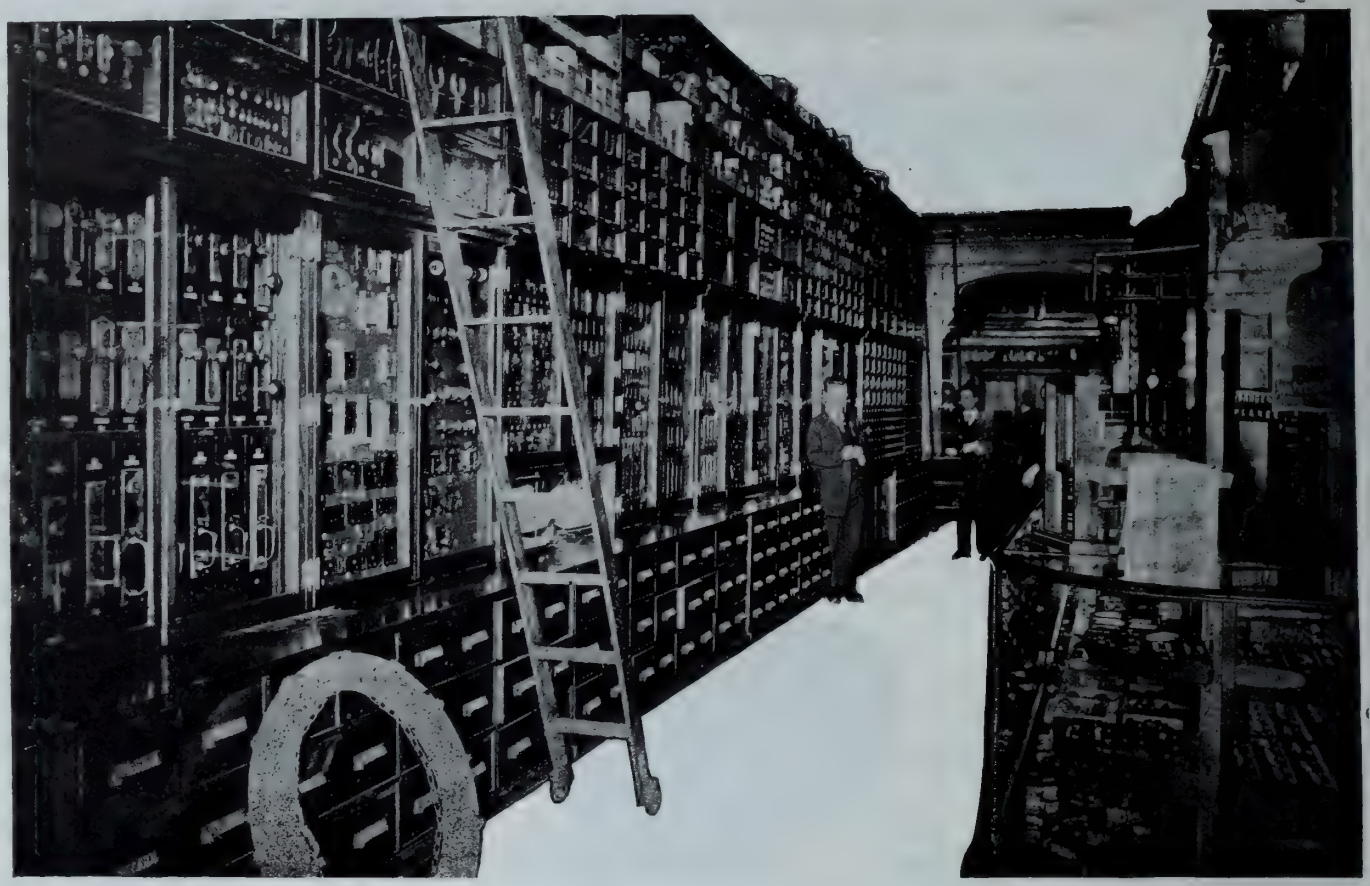
VENETIAN AND VERANDAH CORDS

GLACIE

Blind and Picture Lines.

ENDLESS CORDS for FANLIGHT OPENERS ETC., ETC.

Insist on (AUSTIN'S) makes where Strength and Durability are required



*One of the 4000 hardware institutions in Canada where Hardware & Metal is read every week*

# Significant Features

THE goods which are featured most in Canadian hardware window displays are goods which are advertised regularly in Hardware and Metal. We have proof of this.

The goods which are featured most in the advertisements of retailers in their local newspapers are goods which are advertised regularly in Hardware and Metal. We have proof of this.

Go into a list of hardware stores in any province in Canada and ask the proprietor, or any of the senior salesmen, to name six or more of the best known firms whose goods are sold through the Canadian hardware trade. They will invariably name firms whose advertisements have been appearing regularly for years in Hardware and Metal. We have tried this experiment successfully in all parts of Canada.

Pick out a list of 100 hardware firms in any part of Canada. Ask them which paper they read for business information. We are always willing to let the hardware trade of Canada act as judges in a test of this kind. This test has been successfully tried out many times.

There is only one hardware paper in Canada that gives weekly market services from Montreal, Toronto, London, Winnipeg, Pittsburgh. There is only one hardware paper in Canada that has had its circulation audited by the Audit Bureau of Circulations. That paper is Hardware and Metal.

## Hardware and Metal

*"Canada's National Hardware Weekly"*

**143-153 University Avenue - Toronto, Canada**

**Montreal Branch, Southam Bldg. Winnipeg Branch, Confederation Life Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

*If interested tear out this page and place with letters to be answered.*

*Write for Catalog*

## Order Northland Skis

**Now for Next Season. Prices Are Down**

New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

**Northland Ski Mfg. Co.**

St. Paul, Minn.

# *Now* is the Time to Buy—don't wait.

## Consult these Advertising Pages.

## Our Advertisers will *save* you Money—buy now.

TRADE **CHICAGO** MARK

## SPRING HINGES

### The "Reliance"

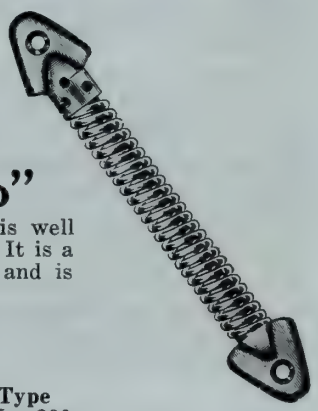
The Door Spring is unusual. It has a **Ratchet Tension Adjustment** and a very powerful and efficient spring.

It is profitable to the dealer.

### The "Chicago"

Type No. 280 Door Spring is well known as a **profitable seller.** It is a durable and attractive article and is made in four sizes.

Is your stock complete?



**Chicago Spring Butt Company**

Type No. 270 CHICAGO NEW YORK Type No. 280

Send for Catalogue 36

# STOVE PIPE

When you want good reliable stove-pipe with quick, reliable delivery—that's us. Phone, wire or write and we are ready to supply you at once with superior Stove-pipe.

This is the season now! If you haven't already ordered, it will pay you to get in touch with us, today.

Prices on application.

*Stove Pipes on Hand Ready for Delivery on a Moment's Notice*

## SOREN BROS., LTD.

**138-166 Van Horne Street**
**TORONTO**

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## WANTED

WANTED — SECOND-HAND COPELAND-Chatterson Loose-Leaf Ledger. Box 46, Hardware and Metal.

WILL BE OPEN FOR POSITION IN HARDware business Sept. 15. Have four years' experience. Box 7, Hardware and Metal.

FIRST-CLASS HARDWAREMAN WITH 15 years' experience, capable of taking charge. Married, best of references. Box 31, Hardware and Metal.

HARDWAREMAN WITH TWENTY YEARS' experience in all branches as salesman, stockkeeper and buyer, or would consider position on road. Box 10, Hardware and Metal.

WANTED—WORKING PARTNER TO ESTABlish hardware business in thriving Eastern Ontario town. Must be practical man, capable of taking full responsibility of establishing and carrying on business. Business to be in conjunction with another well established line. Equal financial interests desired. State age, experience and capital available. Apply box 283, Hardware and Metal.

## FOR SALE

STOVE REPAIRS, FIRE BRICKS, IRON Linings, Water Fronts, for Garlands, Pen Esters, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Magnets, Colonials, Colonists and all kinds of stoves. Write for Complete list and prices. Grundy Bros., Strathroy, Ont.

FOR SALE—25 QUIRES OF 2-0 MANNINGS Emery Cloth, $1.35 per quire, delivered. Box 36, Hardware and Metal.

HARDWARE BUSINESS IN ONE OF THE best cities in Ontario; stock about $25,000. Turnover three and a half times last year. Apply to Box 42, Hardware and Metal.

## HELP WANTED

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## MISCELLANEOUS

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LIVE DISTRIBUTING AGENT WITH large following, capable of thoroughly covering retail and jobbing trade hardware and grocery concerns for Quebec and the Maritime provinces. A valuable connection for a concern properly equipped to secure the trade. Box 19 Hardware and Metal.


THE CREDIT MAN of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulations.

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, O t.**

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**"Monarch" & "Safe-Lock" Fencing**

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

**Owen Sound Wire Fence Co. Ltd.**
OWEN SOUND, ONT.

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**"Dazee Brand" Woodenware**

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**
WINNIPEG, MAN.

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Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, Patented by Mr. Russell Jennings in 1856.
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

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**DOON TWINES, LIMITED**
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

**Mills at Doon and Kitchener, Ont.**

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**STERLING**
**Hack Saw Blades and Machines**
*Manufactured by*
**Diamond Saw & Stamping Works**
BUFFALO, N.Y.

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**BATH ROOM FITTINGS**

K NIAGARA
**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

**AUTO ACCESSORIES**

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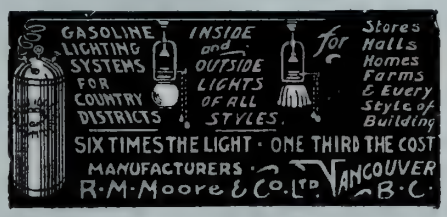


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Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

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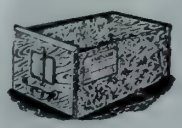

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**LONGER WEAR, BETTER SERVICE**
*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*
**Cameron & Co.**
74 Logan Ave. Toronto, Ont.

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FOR STOCK

| Retail Prices | | |
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| | Single Spiral Colored Bands | $1.00 for 100 |
| | Ribbon Bands Colored | $1.65 for 100 |
| | Challenge Adjustable Bands | .90 for 100 |

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
**RIDEAU SPECIALTY Co.**
MANUFACTURERS, SMITHS FALLS, ONT.

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*Curtain Rods, Household Fixtures, Bathroom Fittings.*

**Newell Mfg. Co. Ltd., Prescott, Ont.**

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*For Distinctive — Planned to Pull*
***TRADE-MARKS***
*Consult*
***HAROLD C. SHIPMAN & CO.***
*Attorneys and Experts in*
*PATENT AND TRADE-MARK CAUSES*
*133 Bank St.—Ottawa, Canada*

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***Regarding***

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A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

*If interested tear out this page and place with letters to be answered.*

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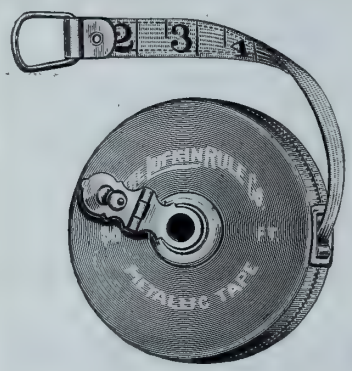
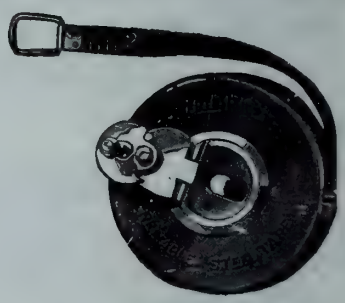


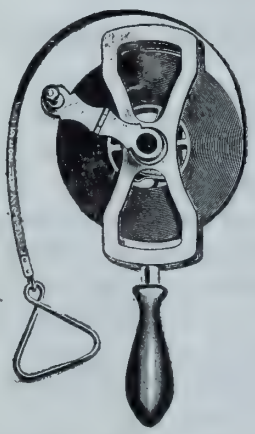
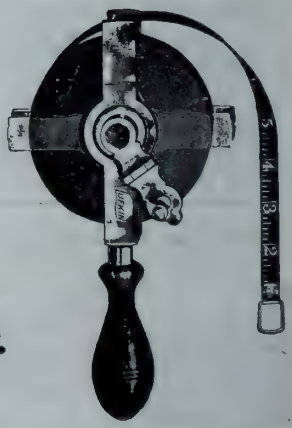


LUFKIN Tapes

Quality and Assortment Unequalled

Made in Canada
Stocked by Your Jobber

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.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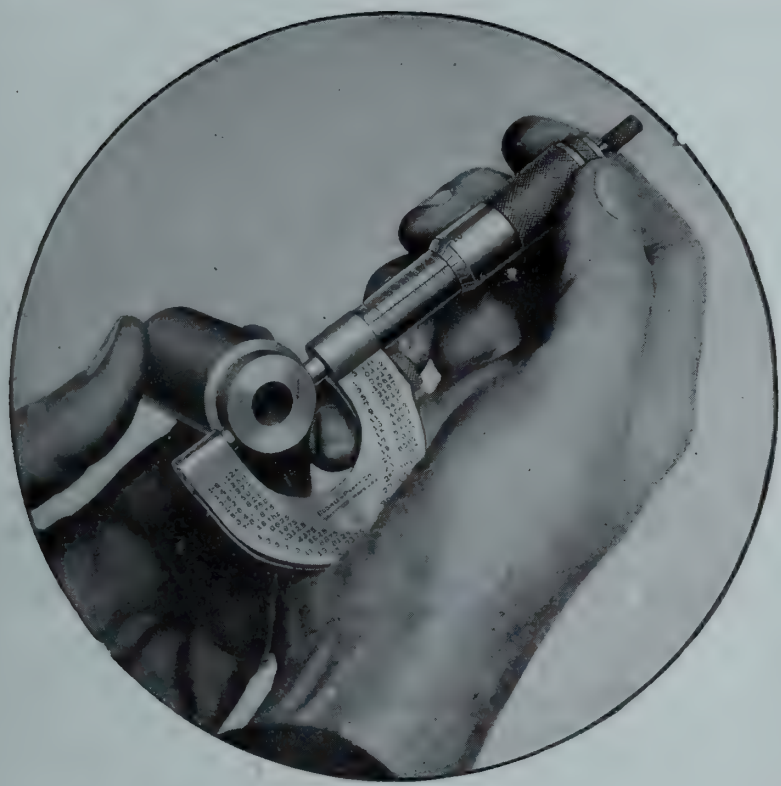
# GOODELL-PRATT
## 1500 GOOD TOOLS

# MICROMETERS
## With Real Points of Advantage



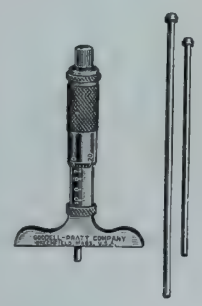
## Take This Ratchet Micrometer for Instance

See how conveniently the ratchet is located. It can be operated with the same hand that holds the instrument, leaving the other hand free to hold your work. You can tell it's a good tool by its "feel" as well as by its looks.

If you could see the infinite pains used in making G. P. Machinists' Tools, the rigid standards to which they are held, and the minute inspection of each tool, you would believe as we do that these tools are unsurpassed for appearance, accuracy, and practical value.

*Our Machinists' Tool Catalog, "Tools for the Toolmaker," is ready for distribution to the machinists in your locality.*

**A Ratchet Stop adds a new feature of value to our justly popular Depth Gauge.**



**GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U. S. A.**

# Dayton Equipment Meets THE BANKER'S TEST or any other test.

"If I want to know how much money I can lend safely to a storekeeper," says a wise banker, "I apply five tests. I look at his window, his mechanical equipment and fixtures, his stock, his delivery and his advertising."

No equipment you can place in your store inspires greater confidence than Dayton Equipment. The appearance of a Dayton Hardware Scale on your counter is far-reaching in its effect. It ensures absolute accuracy in weights and price computations, of course. But aside from this—every visitor to your store is favorably impressed with the evidence of progressiveness. Daytons are handsome as well as durable, and add substantially to the smart appearance of your store. In the minds of your clerks, who know them, they are a symbol of speed and efficiency.

Under the banker's searchlight, the Dayton will loom up as one of the outstanding assets of your store. It stands for sound and healthy business. It stops profit leaks through faulty weights; it speeds up service and fosters confidence between merchant and customer.

**Pennies are dollars awaiting an opportunity to grow. Pennies make profits and profits make success. The Dayton Hardware Scale is a vigilant guardian of pennies all day and every day.**

## If It's a Dayton It's Right

## INTERNATIONAL BUSINESS MACHINES CO., Ltd.

**Frank E. Mutton - Vice-President and General Manager,**
**HEAD OFFICE and FACTORY- Royce and Campbell Avenues, Toronto.**

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

*Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.*

PUBLISHED EVERY SATURDAY SINCE 1888

# Hardware and Metal

Vol. XXXIII. No. 37

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

September 10, 1921

MARTIN-SENOUR
100% PURE PAINT & VARNISHES

*Made in Canada*
*Sold on Merit*

## The Martin-Senour Dealer Agency

*Connects You With---*

—A complete line of Paints, Varnishes, Stains and Enamels the quality of which is rightfully regarded as the utmost attainable in Paint Production.

—The goodwill of the Canadian paint buyer created through the merit of Martin-Senour Products and stimulated constantly by means of convincing sales messages in newspapers and magazines, direct mailing campaigns, window trims, etc.

Detailed particulars on request.

"Save the surface and you save all" *Paint & Varnish*

**The MARTIN-SENOUR Co.**
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

**--Guarantee--**

WE GUARANTEE the Martin-Senour 100% Pure Paint (except Inside White and a few dark shades that cannot be prepared from lead and zinc), to be made from pure white lead, pure oxide of zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with pure linseed oil and turpentine dryer, and to be entirely free from water, benzine, whiting and other adulterations, and sold subject to chemical analysis.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

## Retail Selling Prices

O-Cedar Polish
In Bottles 30c & 60c.
In Tins $1.50, $2.50 and $3.50.

O-Cedar Polish Mop

| | |
|---|---|
| Small size | $1.25 |
| Large size | $2.00 |

# *To-day*

To-day, as never before in the history of the business world, a merchant must exercise care in the selection of his stock.

It is more than ever important to carry and feature easily-sold goods.

Safeguard your store's reputation—make sure of your own profits—by tying to such standard and reliable products as

# O-Cedar Polish

and the

# O-Cedar Polish Mop

These goods—maintaining always the high quality that earned their reputation, and steadily advertised to the public—are of real importance to the merchant who aims to get his share of to-day's business and to insure the business of to-morrow.

## CHANNELL LIMITED, 369 Sorauren Avenue TORONTO

# SAMSON AXES

Your investment in a stock of
SAMSON AXES
will bring you profitable and
satisfactory business

**FULLY GUARANTEED**

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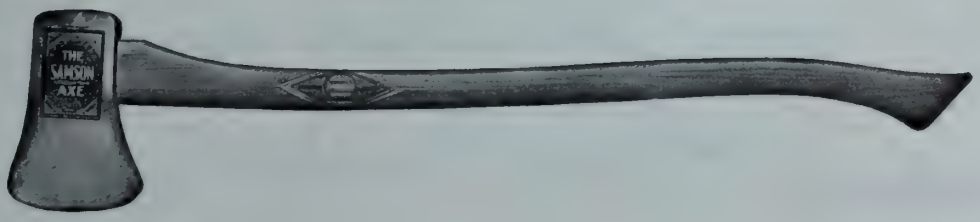
## H. S. HOWLAND, SONS & CO. LIMITED

**WHOLESALE HARDWARE**

**TORONTO**

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THE TRADE MARK KNOWN

# UNIVERSAL

IN EVERY HOME

## This Trademark is Your Guarantee

No. 3191—Cooks' Knives, Sabatier Pattern. Ebonwood Handles. Polished steel Ferrules. Forged Polished Crucible Steel Blades. Sizes 3 to 14 inches.

No. 283—Household Slicers. Cocobolo Handles. Brass Compression Rivets. 8½ inch Forged Crucible Steel Blades.

No. 383—Household Slicers. Ebonwood Handles.

No. 583—Household Slicers. Walnut Handles.

No. 3091—French Cooks' Knives. Ebonwood Handles. Scale Tang. Brass Compression Rivets. Forged Bolsters. Polished Crucible Steel Blades. Sizes 8 to 14 inches.

No. 3291—Same as above, extra heavy. Sizes 10 to 14 inches.

No. 2830—Lunch Slicers. Cocobolo Handles. 7¾ inch Polished Swaged Crucible Steel Blades.

No. 3391—Cooks' Knives. Ebonwood Handles. Metal Intostay Bolsters. Forged Polished Crucible Steel Blades. Sizes 3 to 12 inches.

No. 226—Lunch Slicers. Cocobolo Handles. Forged Polished Crucible Steel Blades. Sizes 8½ and 9½ inches.

**Made from the Finest Steel by Skilled Workmen. Every one is Guaranteed.**

***If you are not carrying these fast selling numbers in stock, inquire of your jobber or write us.***

## LANDERS, FRARY & CLARK - New Britain, Conn.

*Canadian Representatives*

A. McFarlane & Co., Limited

MONTREAL QUEBEC

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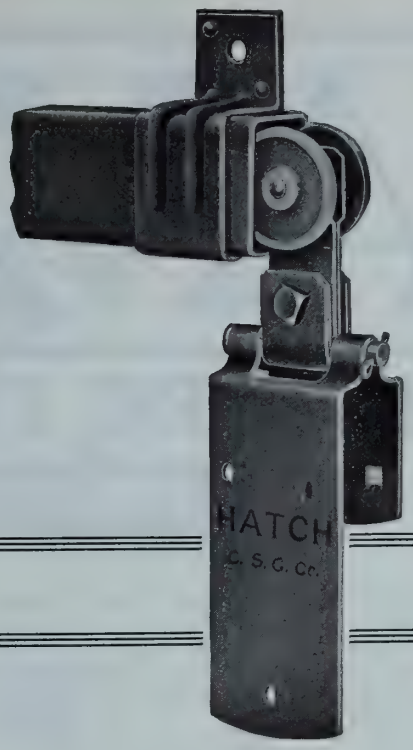
*An Old Friend of the Trade*

# The Hatch

## Trolley Hanger




## Moderate Price -- Quick Turnover

This perfect-action hanger sells extraordinarily well because it might be said to be "made to measure for the Canadian trade."

The Hatch Hanger is the result of a thorough investigation of the requirements of the hanger-users and the trade in general, and the hanger fills exactly the wants of the trade and consumers. This accounts for its splendid sales.

A smooth, easy-running hanger with apron 6 inches long and 3 inches wide. It moves with perfect action on roller bearings. Packed for shipment one pair in a box complete with bolts and end caps for track; 12 pairs in a case. Weight per dozen pairs, 85 lbs.

**Drop Us a Line for a Catalog**

**Canada Steel Goods Co., Limited**

**Hamilton, Canada**

*If interested tear out this page and place with letters to be answered.*

# SAVAGE

## AN ACHIEVEMENT-*The New Savage .300*

*This cartridge is made both with soft nose and full metal case bullet.*

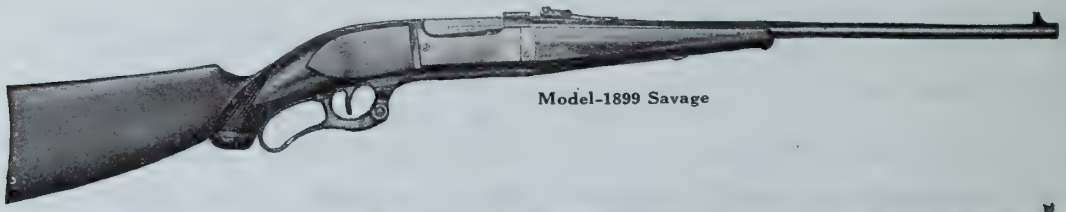
The sportsman's need for a sporting cartridge combining the extreme efficiency of the .30 Government Cartridge has at last been met by the Savage .300.

The Savage .300 retains the principles of trajectory—penetration—and accuracy of the famous .30 Govt. —but in more compact form and for lighter, more convenient, genuine hunting rifle.

With a 150-grain pointed bullet, 2700 ft. seconds muzzle velocity, all accurate range far beyond hunting requirements—it is made possible on the 1,000 yard military target—the Savage .300 brings to the shooter the highest development of ammunition for big game shooting.

The model 1899 lever action and the model 1920 bolt action Savage rifle will be chambered for this new cartridge. The construction of the actions of both of these models permits the use of soft nose pointed bullets without deformation to the points.

Order your stock **NOW** for this Fall's hunting.



Model-1899 Savage

Model-1920 Savage

*These rifles are chambered to take the New Savage .300 cartridge.*

**SAVAGE ARMS CORPORATION**
UTICA, N.Y.

EXECUTIVE AND EXPORT OFFICES:
50 CHURCH ST., NEW YORK

*Owners and Operators of*
J. Stevens Arms Company,
Chicopee Falls, Mass.

SAVAGE QUALITY TRADE MARK

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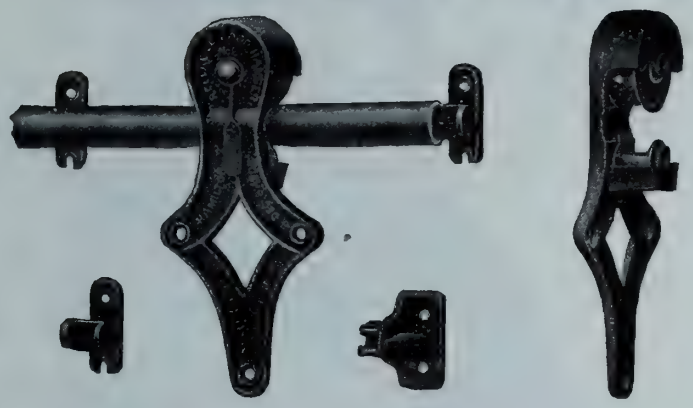

Centre Support End Support Side View

# "Reliable" Round Track

"Patented"

# Door Hangers

The No. 1 and No. 2 Hangers are shown. These effective, "Reliable" Round Track hangers are made of the best grade, malleable iron frame, with upper and lower rollers. The upper roller has hardened steel bearings. The malleable iron frame is unbreakable and the upper and lower rollers prevent the hanger jumping the track.

***Write Your Jobber or us Today.***

## N. Slater Company, Limited

**Successors to Slater & Barnard, Limited**

HAMILTON - CANADA

***Representatives :***

**N. J. Dinnen, Winnipeg, Man.**
**T. Mortimer & Co., Toronto.**
**A. T. Chambers, Vancouver, B. C.**
**H. E. O. Bull, Montreal, Quebec.**


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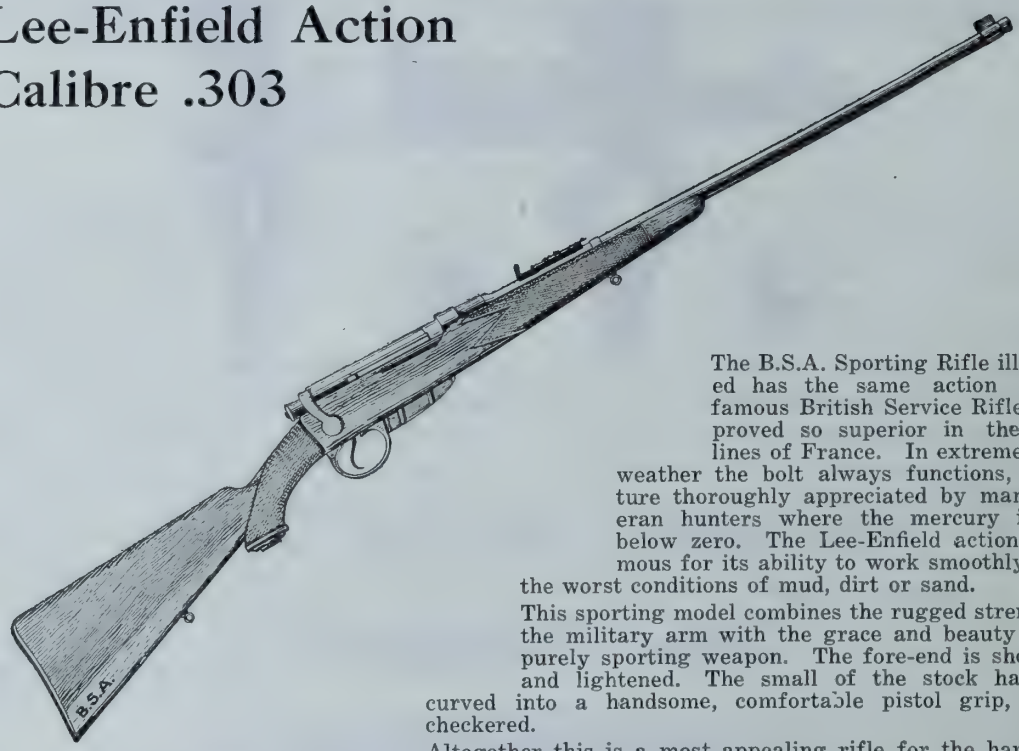
# B.S.A.

## No. 4 Sporting Rifles

### Lee-Enfield Action
### Calibre .303




The B.S.A. Sporting Rifle illustrated has the same action as the famous British Service Rifle which proved so superior in the firing lines of France. In extremely cold weather the bolt always functions, a feature thoroughly appreciated by many veteran hunters where the mercury is well below zero. The Lee-Enfield action is famous for its ability to work smoothly under the worst conditions of mud, dirt or sand.

This sporting model combines the rugged strength of the military arm with the grace and beauty of the purely sporting weapon. The fore-end is shortened and lightened. The small of the stock has been curved into a handsome, comfortable pistol grip, neatly checkered.

Altogether this is a most appealing rifle for the hardwareman with shooting customers who understand and need high-powered rifles.

**Specifications :**

LENGTH, over all 45 in.—WEIGHT, 7 lb.—BARREL, 25 in. Enfield Rifling—ACTION, Lee-Enfield bolt pattern with safety catch on left side—MAGAZINE, 5 or 10 shot—STOCK, walnut, shot-gun, sporting stock in half pistol grip, checkered—Length from trigger to end of stock 14¼ ins.—SIGHTS, Back 100 yards fixed, folding leaves 200 and 300 yards, tangent leaf 400 to 1,000 yards—Front, bead—All parts strictly interchangeable.

## Birmingham Small Arms Co., Ltd., England

# FRASER COMPANY

**No. 10 Hospital St.** **Montreal, Canada**

*Production Equipment Company, Union Square, New York*

**In Stock at Montreal**

# The Cozy-Glow Radiator

## kills the chill of those chilly mornings and evenings of autumn.

It throws the heat in any direction just as an electric fan throws a breeze.

The cast iron bottom keeps it firmly in any position. A convenient handle at the top makes it easy to carry from room to room.

CANADIAN WESTINGHOUSE

**Canadian Westinghouse Company, Limited,**
**Hamilton, Ontario.**

**TORONTO, Bank of Hamilton Bldg.**
**MONTREAL, 285 Beaver Hall Hill**
**OTTAWA, Ahearn & Soper Ltd.**
**HALIFAX, 105 Hollis Street**
**FORT WILLIAM, Cuthbertson Block**
**WINNIPEG, 158 Portage Avenue E.**
**EDMONTON, 211 McLeod Bldg.**
**CALGARY, Canada Life Bldg.**
**VANCOUVER — Bank of Ottawa Building.**

SERVICE REPAIR SHOPS :
**MONTREAL—113 Dagenais Str.**
**TORONTO—366 Adelaide St. W.**
**VANCOUVER—1096 Mainland St.**
**WINNIPEG—158 Portage Ave. E.**
**CALGARY—316 3rd Ave. E.**

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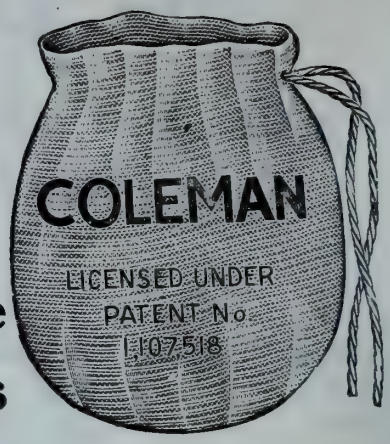
# Coleman High Power Gasoline Mantles




## Ready Sellers Because They Are Supreme in Quality and Results

IN more than a million homes, Coleman High Power Mantles are proving their superiority night after night under all sorts of conditions. Rigid scientific tests show that Coleman Mantles are superior from every standpoint.

You can satisfy your trade better and win new customers by being careful to recommend Coleman Mantles.

Packed in moisture proof containers. Easy to keep in stock and easy to handle. The only mantle especially designed for use on Coleman Gasoline Lamps and Lanterns.

Coleman High Power Mantles are made strong enough to withstand constant jars a portable lamp or lantern undergoes in daily use.

They are the proper size to insure more efficient and brilliant light. Non-shrinkable.

Properly reinforced at the bottom where the gas pressure is greatest.

# Coleman Quick-Lite

## Lamps and Lanterns

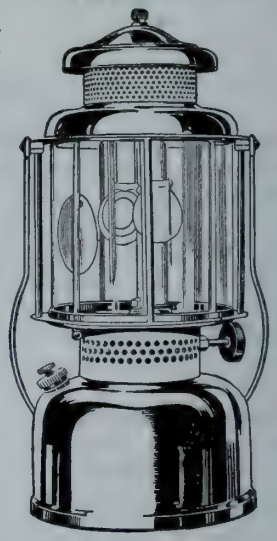
## Made in Canada

The most widely used and best known line of gasoline lamps and lanterns made and sold in Canada. Widely advertised in the best Canadian publications. There is a steady demand for lamps and lanterns of quality and the Coleman line is especially designed to answer this need.

EASY TO SELL: The light they give sells Coleman Lamps and Lanterns. Keep a lighted Quick-Lite Lamp on your counter or put it in your display window at night. The results will surprise you. 300 Candle Power brilliant, pure white light.

Makes and burns own gas from common motor gasoline. No wicks to trim; no chimneys to wash. Can't spill fuel or explode even if tipped over. Heavily built throughout. Lantern is rain-proof, wind-proof and bug-proof.

Join the 20,000 Dealers in Canada and across the border who are building business with Coleman Quick-Lite Lamps and Lanterns. Write for latest catalog and new lower prices. Your jobber can supply you.



MADE ONLY BY

## The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Queen Street East and Davies Avenue Toronto, Canada

*If interested tear out this page and place with letters to be answered.*

## WIRE NAILS

**Blued—Cement Coated—Galvanized—Copper Plated—Brass Plated.**

## CUT NAILS

**Standard cut nails, Cut finishing nails, Roofing Nails, Coopers' Nails, Boat Nails**

**Sharp and flat Pressed Nails**

**Clinch Nails.**

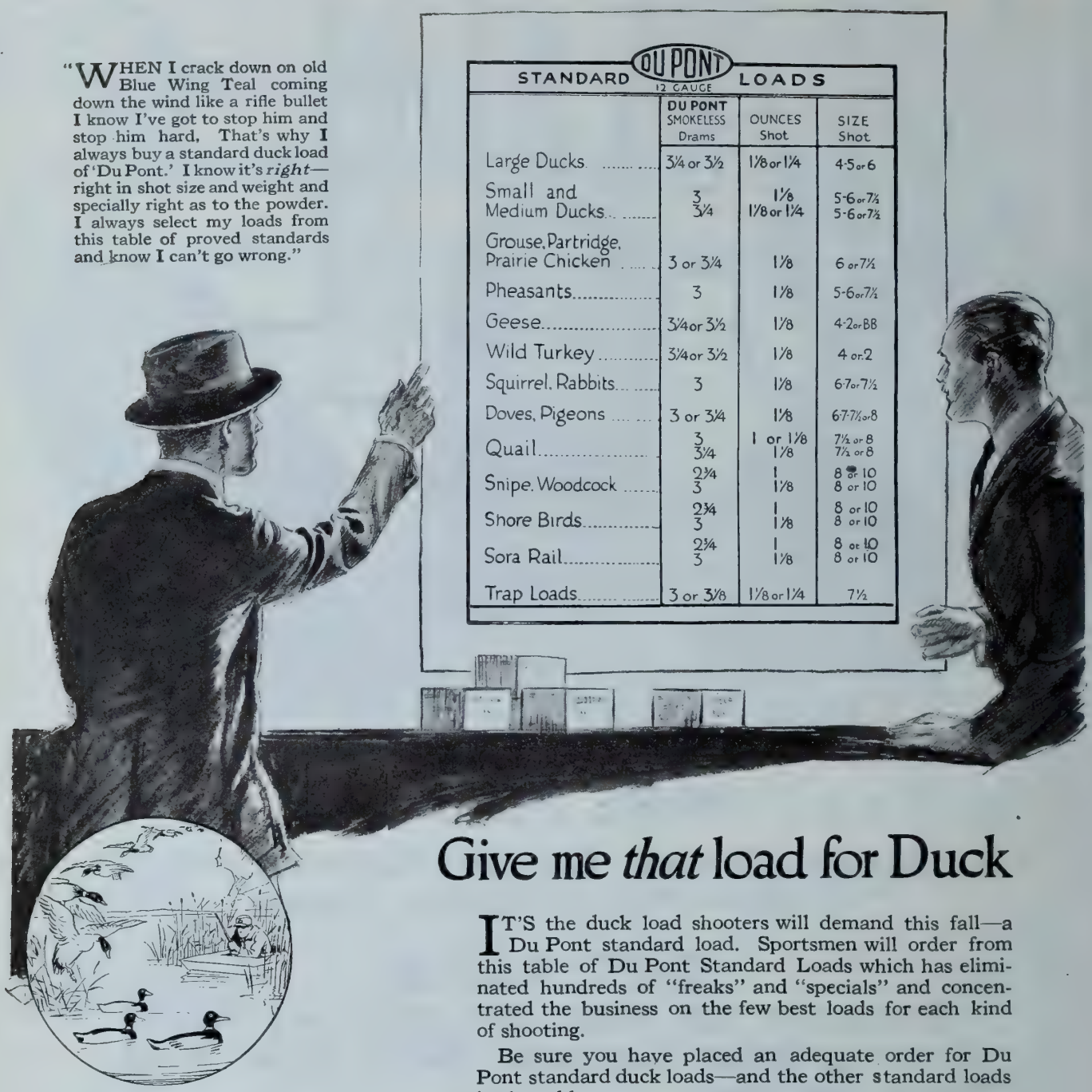
HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL

*If interested tear out this page and place with letters to be answered.*

"WHEN I crack down on old Blue Wing Teal coming down the wind like a rifle bullet I know I've got to stop him and stop him hard. That's why I always buy a standard duck load of 'Du Pont.' I know it's *right*—right in shot size and weight and specially right as to the powder. I always select my loads from this table of proved standards and know I can't go wrong."



**STANDARD DU PONT 12 GAUGE LOADS**

| | DU PONT SMOKELESS Drams | OUNCES Shot | SIZE Shot |
|---|---|---|---|
| Large Ducks | 3¼ or 3½ | 1⅛ or 1¼ | 4-5 or 6 |
| Small and Medium Ducks | 3<br>3¼ | 1⅛<br>1⅛ or 1¼ | 5-6 or 7½<br>5-6 or 7½ |
| Grouse, Partridge, Prairie Chicken | 3 or 3¼ | 1⅛ | 6 or 7½ |
| Pheasants | 3 | 1⅛ | 5-6 or 7½ |
| Geese | 3¼ or 3½ | 1⅛ | 4-2 or BB |
| Wild Turkey | 3¼ or 3½ | 1⅛ | 4 or 2 |
| Squirrel, Rabbits | 3 | 1⅛ | 6-7 or 7½ |
| Doves, Pigeons | 3 or 3¼ | 1⅛ | 6-7-7½ or 8 |
| Quail | 3<br>3¼ | 1 or 1⅛<br>1⅛ | 7½ or 8<br>7½ or 8 |
| Snipe, Woodcock | 2¾<br>3 | 1<br>1⅛ | 8 or 10<br>8 or 10 |
| Shore Birds | 2¾<br>3 | 1<br>1⅛ | 8 or 10<br>8 or 10 |
| Sora Rail | 2¾<br>3 | 1<br>1⅛ | 8 or 10<br>8 or 10 |
| Trap Loads | 3 or 3⅛ | 1⅛ or 1¼ | 7½ |

# Give me *that* load for Duck

IT'S the duck load shooters will demand this fall—a Du Pont standard load. Sportsmen will order from this table of Du Pont Standard Loads which has eliminated hundreds of "freaks" and "specials" and concentrated the business on the few best loads for each kind of shooting.

Be sure you have placed an adequate order for Du Pont standard duck loads—and the other standard loads in the table.

We are telling every shooter it is possible to reach through the sporting magazines to buy from this list—so order from it yourself and be ready to meet the demand. It means no shelf warmers, quicker turnover and greater profits.

We are furnishing a counter display and a steel bound card (for use by your clerks) featuring the Du Pont table of standard loads. If you have not received yours, write.

**Standard Duck Loads:**

**Du Pont, 3, 3¼ or 3½ drs.**

Shot: Ounces, 1⅛ or 1¼

Numbers: 4, 5, 6 or 7½

**E. I. DU PONT DE NEMOURS & CO., INC.**

***Sales Department***

**Sporting Powder Division**

WILMINGTON, DEL.

**DU PONT SMOKELESS SHOTGUN POWDERS**

*If interested tear out this page and place with letters to be answered.*

# CANADA FOUNDRIES & FORGINGS LIMITED

## QUICKSHIP NUMBER TWO

# Anti-Freezing Well Pump

Lift or Force

Full Galvanized Pipe 1 1-2"
3 1-2 x 10 Iron Cylinder

*An Interesting Price*

Shipment According to Name

# JAMES SMART PLANT
## BROCKVILLE, CANADA

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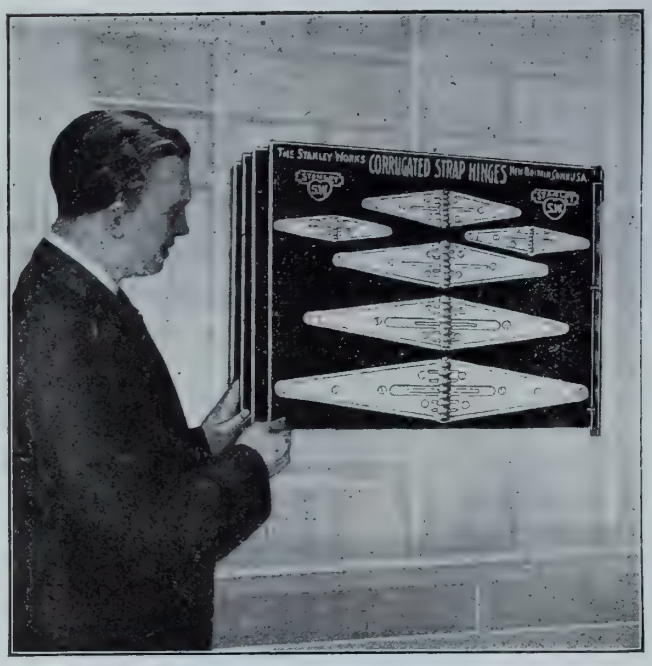



## *IMPORTANT ANNOUNCEMENT TO STANLEY DEALERS*

Every dealer who carries Stanley Hinges is entitled to a Hinge Display Board, sent postpaid on request.

This Board consists of four 18 in. x 25 in. lithographed cards which illustrate (in the exact color and size) the entire line of

## STANLEY

**Strap and T. Hinges**

The **customer** makes his selection more readily from this Hinge Display Board.

The **salesman** is equipped to put through any sale—large or small—in less time than ever. Valuable **wall space** is saved.

An occasional wiping with a damp rag keeps the Display bright and attractive.

The "Stanley way" to pack, display merchandise and sell hinges is a **modern improvement** endorsed by leading dealers throughout the country. Write for your free Hinge Display Board today.

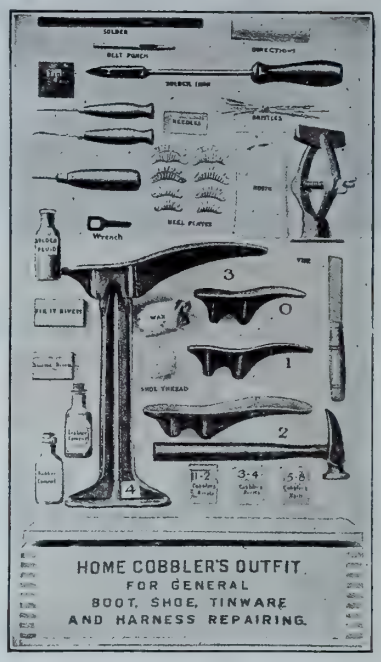
## THE STANLEY WORKS

*Main offices and plant:*
NEW BRITAIN, CONN.

*Branch offices:* New York Chicago San Francisco
Los Angeles Seattle Atlanta

***Canadian Representatives:*** **A. Macfarlane & Co.**
**Coristine Bldg., Montreal**

# "ECONOMIZERS"

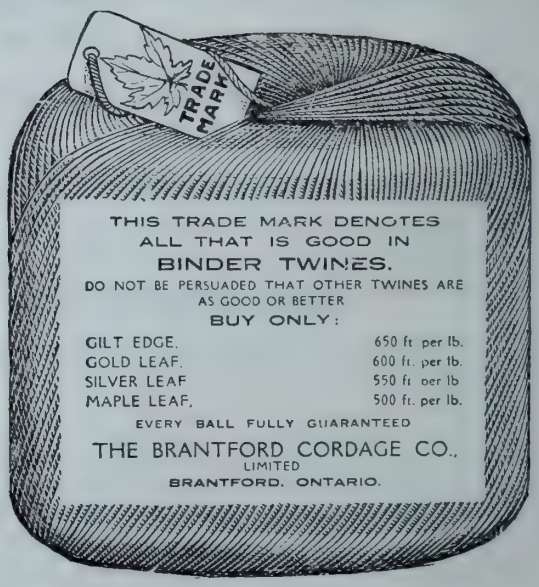



There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of to-day. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs—tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

## MAXWELLS, LIMITED

## St. Marys, Ont.

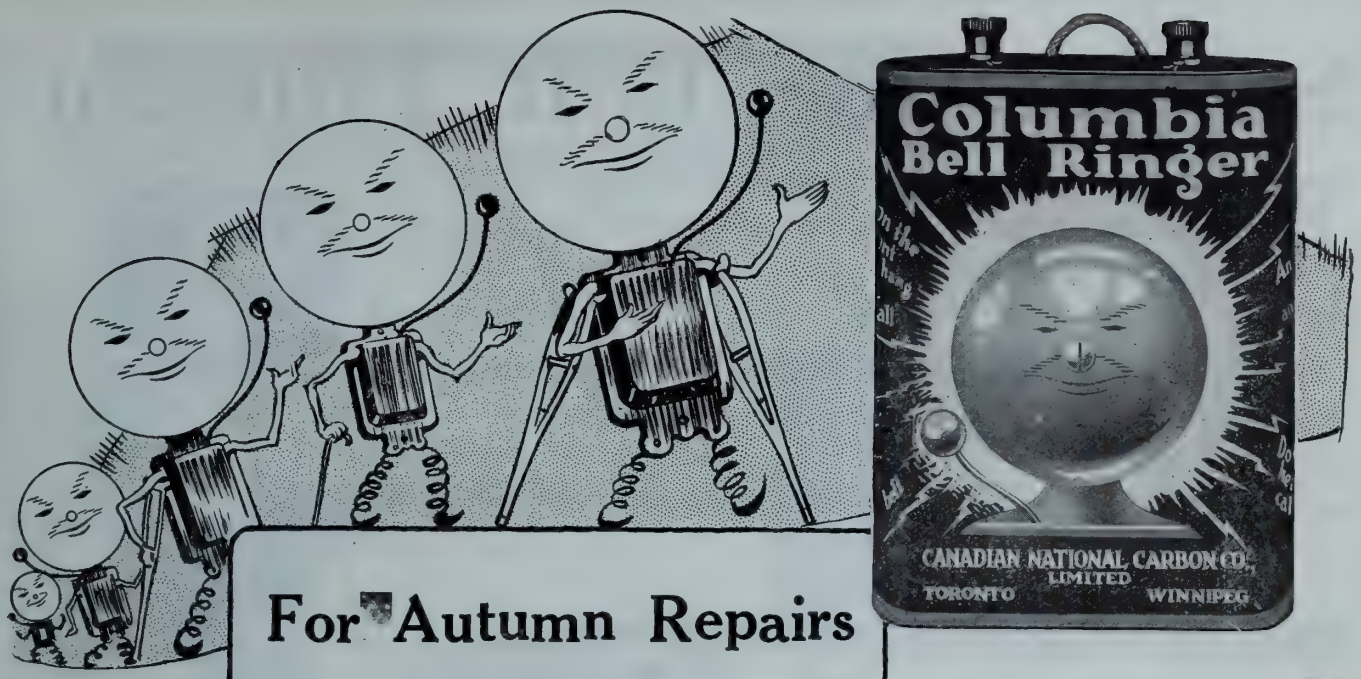



## 100 per cent. Canadian

BRANTFORD BINDER TWINES have successfully competed with the World at large owing to their superior quality, and are a strictly Canadian product made in Canada by Canadian labour, and Canadian capital. **We are the largest manufacturers of Binder Twine under the British Flag.**

**The BRANTFORD CORDAGE Co. Ltd.**
**BRANTFORD, Ont.** **Western Branch, Winnipeg**

*If interested tear out this page and place with letters to be answered.*




# For Autumn Repairs

With thousands of homes being opened after the vacation season and more thousands being renovated by the annual autumn house-cleaning—Columbia Bell Ringers will be in heavy demand.

The Columbia Bell Ringer is an established success. This handy, compact package of electric power gives the longest and most satisfactory service of any bell-ringing battery ever made—it rings bells, buzzers, burglar alarms, operates thermostats, private telephones, signal systems for houses and offices. Its two-cell power does all the work any two ordinary 6-inch cells will do and more. With no connections to make but attach the wire to the two insulated binding posts—its very simplicity is a big factor in making sales. The cheery wrapper brightens window and counter displays.

The Columbia Bell Ringer is a winner—give it a chance to make handsome profits for you this season.

Order in dozen lots through your Jobber.

## Canadian National Carbon Co.
Limited

Toronto — Winnipeg
Montreal — Vancouver

**Other members of the Columbia family.**

1242143

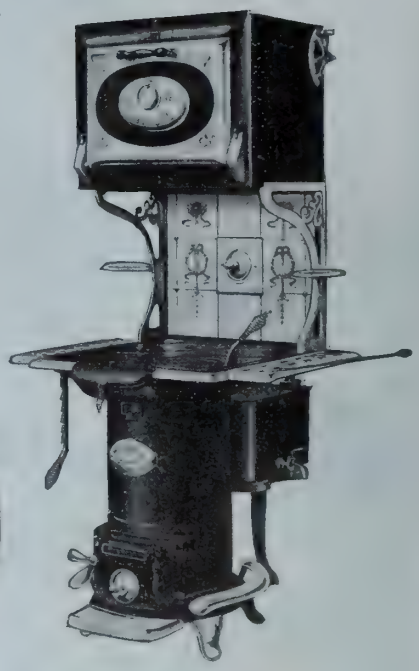
# Columbia
# Dry Batteries
*—they last longer*

*If interested tear out this page and place with letters to be answered.*

# Solving the Heat Problem!

WHEN YOU have supplied a customer with the efficient heat makers that fill the bill, completely and well—you have made a friend for life. A friend who is boosting for you—in season and out of season.

Maple Leaf stoves, heaters and ranges will make this sort of friends. They also make for the dealer good satisfactory profits.
If you are a Maple Leaf dealer—keep posted on the new developments. If you are not—it will pay you to get acquainted.

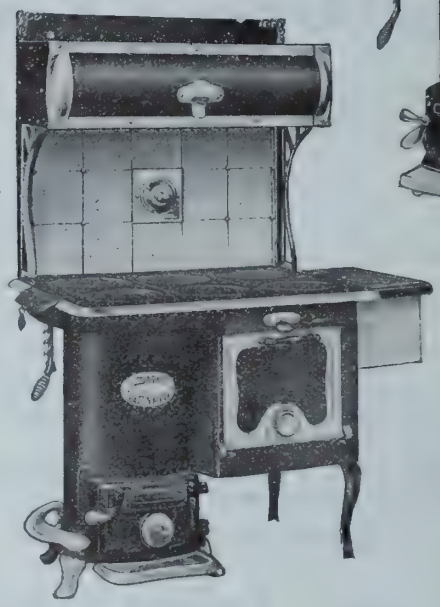


## Two Wonderful Ranges of the "Quebec Heater" Type

A heater that will also do the baking and cooking is the ideal of most home-makers. As a heat maker—burning any and all kinds of fuel—yet economical to run—no stove excels the Quebec.

And these two ranges are "Quebecs"—fitted with heat controlling devices—top holes—oven—reservoir—and attachments that make these two of the best combination stoves on the market today.

**They will back up every claim you can make. They are quick sellers. They make friends.**



**The Maple Leaf Composite Range.**

A 4-hole Quebec range that is a great space saver.

**The New Maple Leaf Thatsit Range.**

A 6-hole Quebec range of great capacity and with all modern attachments.

## The Famous Maple Leaf Lackawanna Furnace

For the even, gratifying, complete heating of the home or store or building of any sort, the Lackawanna acknowledges no peer. It is made in sizes to heat spaces ranging from nine thousand to seventy thousand cubic feet. It is foolproof, efficient and economical.

The dealer will make no mistake in recommending or selling the Lackawanna. For everyone installed is a working salesman always on the job. Have you our latest prices and catalogues? Can we give you any information? Write us freely and often.

**BEACH FOUNDRY LIMITED**

**Factory and Head Office, Ottawa, Can.**

**Branches in Winnipeg and Vancouver**

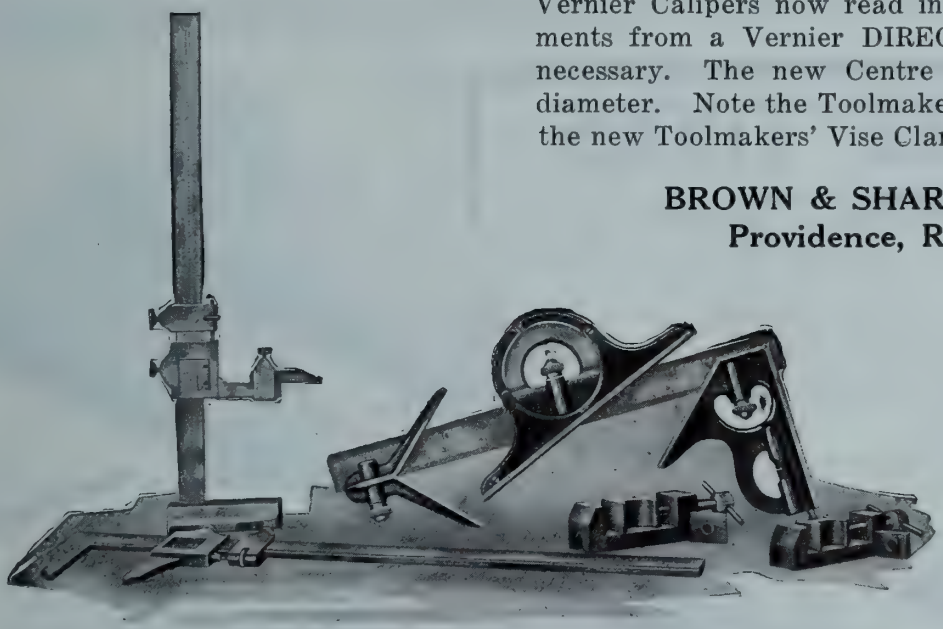
*If interested tear out this page and place with letters to be answered.*

# IMPROVEMENTS and ADDITIONS in the line of BROWN & SHARPE MACHINISTS' TOOLS

Mechanics and toolmakers will be interested in and appreciate the excellence in the design and construction of the improvements shown below. These tools through satisfactory service to the user, build trade for the dealer.

The Vernier Height Gauge with new base and also the Vernier Calipers now read inside and outside measurements from a Vernier DIRECT—no calculations being necessary. The new Centre Head takes work to any diameter. Note the Toolmakers' Vise of new design and the new Toolmakers' Vise Clamp at its right.

**BROWN & SHARPE MFG. CO.**
**Providence, R.I., U.S.A.**



B·S
TRADE MARK

From the moment of its sale, a Brown & Sharpe Machinists' Tool is establishing good will and another satisfied customer for the dealer.

*If interested tear out this page and place with letters to be answered.*

Sectional view.

# ALLIANCE

## The Latest Combination Stove For Coal and Wood

We boast of being the first manufacturers, in the year 1908, to have fitted the Quebec Heater with a steel oven and marketed it. Since then, this business has grown up by leaps and bounds. We have had many clever imitators and most of the Stove Founders are making it to-day.

But we have always been careful to keep up the lead we had over our competitors, and there is ample proof of this in the design of the STOVE "ALLIANCE" shown herewith which is well protected by patents.

The sectional view shows that the operating principle is exactly the same as that of the Quebec Heater, while the outside appearance is that of a range. Thus, it retains all the good qualities of the former but has, beside, all the conveniences of the latter, combining in one the utility and economy of both.

Any person conversant with the stove business will agree with us that the STOVE "ALLIANCE" is an improvement, as well as an advanced step, over the Quebec Heater with oven. If you add to this a close competition in prices, there is every advantage in handling the "ALLIANCE" instead of the Quebec Heater.

***It will Pay You to Investigate, Mr. Dealer!***

**Lamarre & Company, Ltd.**
**St. Remi, Que.**

Six-hole top—14-inch oven.



# "YANKEE" TOOLS

## PUSH DRILL No. 44

*Saves Time at Every Turn*

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

*Your Jobber Can Supply*

**NORTH BROS. MFG. CO.**
**PHILADELPHIA, PA.**

## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from **the best of Canadian Woods.**

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

**Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.**

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

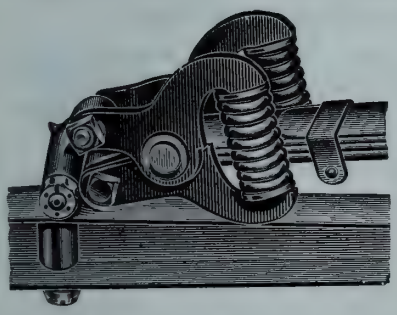
GOOD PROFITS IN THESE
## PNEUMATIC TANKS
FOR FARM WATER SYSTEMS

EVERY FARMER NEEDS ONE OF THESE TANKS

First-Class in every respect Welded throughout and tested thoroughly before leaving our factory

Listen Hardwaremen! We can supply you with this tank, for you to complete with your own pump and fittings, or we can sell you the complete outfit at a discount that will net you a *good profit.* Shipped direct to your customer from our factory. We believe we are the only firm selling these lines through the Hardware trade. *We want your orders —write us for full information re prices, terms, etc.*

**The Steel Trough & Machine Co., Ltd.**
TWEED, ONTARIO, CANADA



## Star W-X Shock Absorber FOR FORD CARS

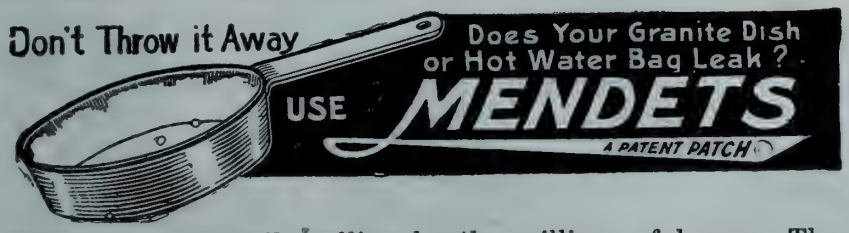
Star W-X Shock Absorber for Ford Cars. Simple and easy to attach without extra tools; merely put in place of the removed shackles. Rigid against end or fore-and-aft movement, but offers no interference with regular Ford spring mountings.

Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

**Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto**

**Star Specialty Manufacturing Company**
**227-233 West Erie Street Chicago, Illinois**




Mendets are literally selling by the millions of boxes. The market is well established. They are needed in every household—almost everybody has a leaky pot or pan. Why not have a display of Mendets making sales for you even while you are busy with other sales? Order from your wholesaler.

**Collette Mfg. Company, Collingwood, Ont.**

*If interested tear out this page and place with letters to be answered.*

Files get dull more quickly than most tools and cannot be re-sharpened.

We are constantly impressing on file users in our advertising the importance of prompt replacement of worn files.

Our five brands are already accepted as the standard.

Established consumer demand and a perishable tool — here is a profitable combination for the dealer.

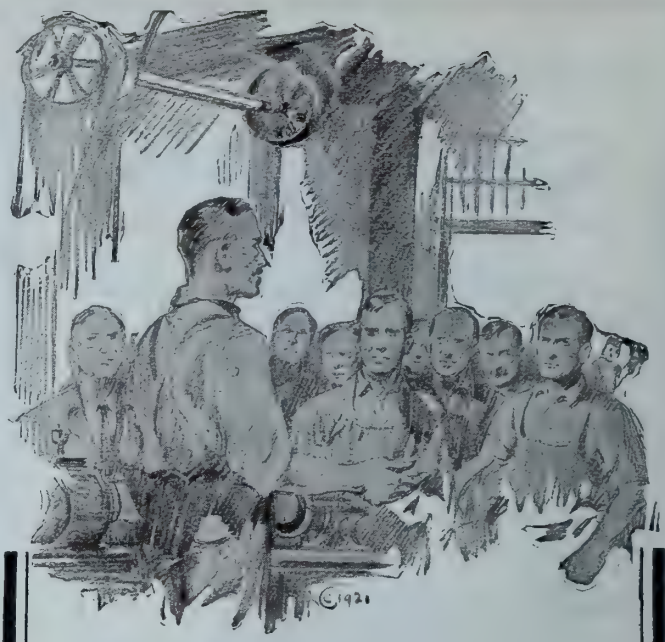
Order one of these brands from your jobber:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

**Nicholson File Company**

Port Hope - Ontario



## "They Sell Because They Help"

Manufacturing standards in the metal working trades have become far more exacting to-day than they were two years ago. Employees are required to do more work—and do it more accurately—to increase output with less spoilage.

Starrett precision tools help the mechanic to meet these higher standards.

Workmen to-day are not spending their money quite so freely as during the war years. They are buying only what they need.

But they will buy Starrett Tools. Because Starrett Tools "help."

Write for Booklet—"The Tools Mechanics Buy."

**The L. S. Starrett Company**

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
Athol, Mass.

**Sell Starrett Tools**

*If interested tear out this page and place with letters to be answered.*

The "NATIONAL" Line
OF
GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

## OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

**THE NATIONAL FARMING MACHINERY Limited**
**Montmagny, Quebec**

# Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

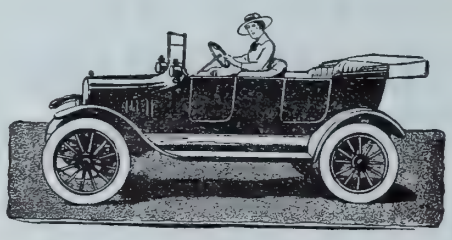
In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

**James Morrison Brass Mfg. Company**
LIMITED
**93-97 Adelaide Street West TORONTO, ONT.**

# *Retailers' Electro Service*

**A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.**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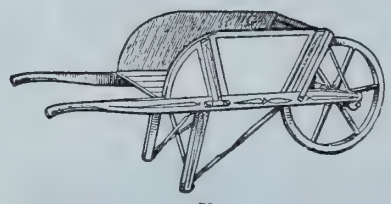
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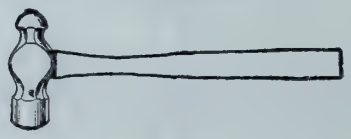
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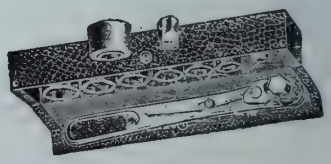
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72

THE above are a few of HARDWARE AND METAL'S electro assortment comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

## HARDWARE & METAL

**Electro Department**

**143-153 University Avenue**
**TORONTO, CAN.**

*If interested tear out this page and place with letters to be answered.*

# Why You Should Sell

TRADE MARK
**Ventiplex**
PADS

Because they can be absolutely depended upon to fully protect horses' shoulders from the effects of ill-fitting collars.

Because they are well made from a compound of Indian Rubber fibre, soft wool and hair, and equalize the strain of heavy pulling.

Because the demand for these collar pads is increasing and every sale you make means a satisfied customer and a liberal profit for yourself.

**Ventiplex Pads are quick sellers—it pays to push them.**

**The Burlington Windsor Blanket Co., Ltd.**

**Toronto Ontario**

# Harris Heavy Pressure BABBITT METAL

ABSOLUTELY

**BEST FOR ALL MACHINERY BEARINGS**

**Hundreds of tons in use.**

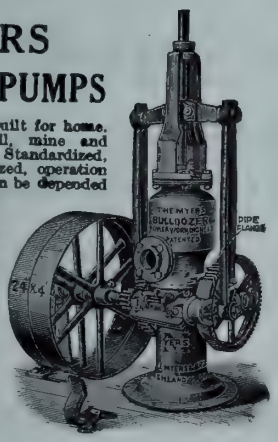
**THE CANADA METAL CO, Limited**

WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

## MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.




**F.E. Myers & Bro.**
ASHLAND OHIO

# LONDON BAR IRON

***High Grade***

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

**London Rolling Mill Co.,**
Limited
**LONDON, - ONTARIO**

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

## NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

*Manufacturers of*

## FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

# Keystone Reversible Ratchet

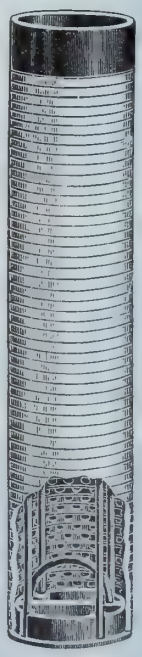
## Combination No. 200

## A Proven Record For Good Sales

This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

If your jobber cannot supply the demand, write us.

**The Keystone Mfg. Company,**
Postal Station "B" Buffalo, N. Y.



## Brass Well Screens

# JOHNSON'S

Fig 2

For use where sand or gravel gets into wells and clogs them.

Johnson Brass Well Screens effectively prevent this. They are skilfully designed with a continuous slot; the inlet is sharply undercut; the brass used is very hard, to prevent "sand-cutting"; And the inlet width is correct for keeping out sand and affording maximum well capacity.

We will gladly send a useful book of valuable information on this subject.

Manufactured by

**Edward E. Johnson, Inc.**

2304 Long Avenue, St. Paul, Minn.

## Are Your Stocks Small? We Ship Goods Promptly

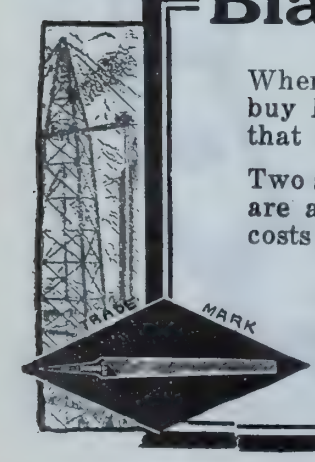
We understand and sympathize with the policy of merchants, who, under present market conditions, buy small stocks and make extra effort to turn them more often. A small order receives just as good attention as a large order with us.

With small stocks there is danger of "starving" your business by losing sales for articles not in stock. Our prompt shipments, loyal service, and friendly spirit of co-operation, will smooth the way for you.

**Thos. Birkett & Son Co.**
Limited

Shelf and Heavy Wholesale Hardware,
Ottawa, Canada

# Black Diamond for Cutting




When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

**Black Diamond File Works**

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

# Sheet Metal B B Co Ltd Working Tools

Forming Rolls

8-ft. Steel Brake

## Greater Production

We have said this many times before, but it is very valuable to you and your shop that you should get maximum production at minimum cost.

This is but telling you that you should make all the money your shop is capable of, by having time-saving, labor-saving tools—Brown-Boggs Sheet Metal Working Tools.

Stove Pipe Folder

Circular Shear

## The Brown, Boggs Company, Limited

HAMILTON - CANADA

*Manufacturers of*

TINSMITHS' and SHEET METAL WORKING TOOLS and MACHINERY, PRESSES, SHEARS, ROLLS, Etc.

# Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

**"We Ship While Others Are Thinking About It."**

## Wheeler & Bain

**Toronto, Canada**

# UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

# "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

***Manufactured in Canada***

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

**The Parmenter & Bulloch Co., Ltd.**
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

# TRIMO

## THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

**TRIMONT MFG. COMPANY**
ROXBURY (BOSTON), MASS.
*MANUFACTURERS*

# Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. Co.**
Milwaukee, Wis.

*If interested tear out this page and place with letters to be answered.*

# THE GENDRON MANUFACTURING CO. LIMITED

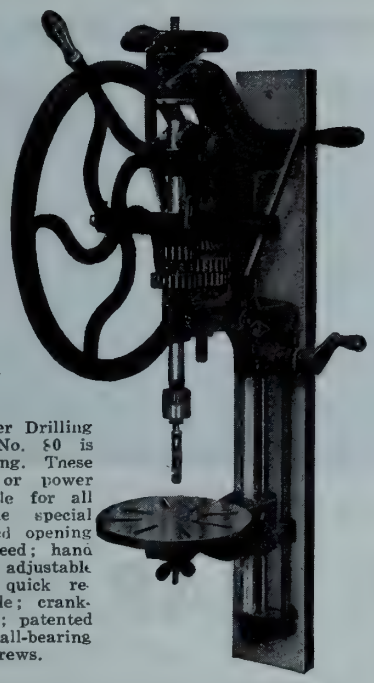
Makers of

## Children's Vehicles
## "Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D"?

THE GENDRON MANUFACTURING CO. LIMITED

# JARDINE Drilling Machines



No. 8 is the Hand Power Drilling Machine here shown. No. 80 is fitted for power drilling. These are first class, hand or power drilling machines suitable for all classes of work. Some special features include: patented opening reed nut; hand lever feed; hand screw feed; automatic adjustable power feed; automatic quick return; back-geared spindle; crank-and-screw raised table; patented table bracket clamp; ball-bearing thrust block for feed screws.

**Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.**

## A.B. Jardine & Co.
LIMITED

HESPELER, ONT.

# Bale Ties
NAILS WIRE

## Laidlaw
### In World-Wide Use

SINGLE LOOP

CROSS HEAD

## The Laidlaw Bale-Tie Co.
Limited

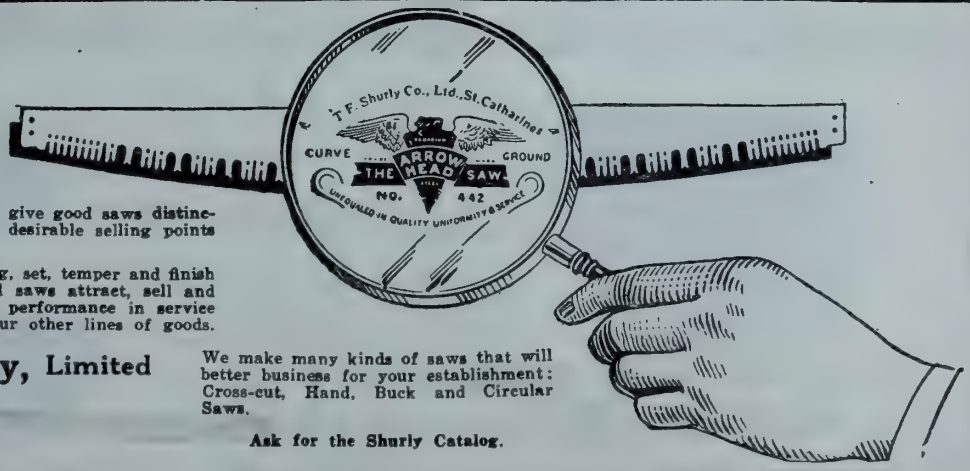
Hamilton - - Canada

AGENCIES:

A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 154 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons, Confederation Life Bldg., Winnipeg, Man.

# Arrowhead Saws

*Vanadium Steel*




How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

## T. F. Shurly Company, Limited
St. Catharines

Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

**Ask for the Shurly Catalog.**

# MAPLE LEAF SAWS

***SAWS THAT SELL***

Our No. 66 Cross Cut Saw has made ready sales wherever displayed. Its keen cutting edge and superior finish make it popular with the users of cross cut saws.

Maple Leaf Saws are stiff tempered. They hold their set and keen cutting edge longer than other saws.

**Shurly-Dietrich Co.**
LIMITED
GALT - CANADA

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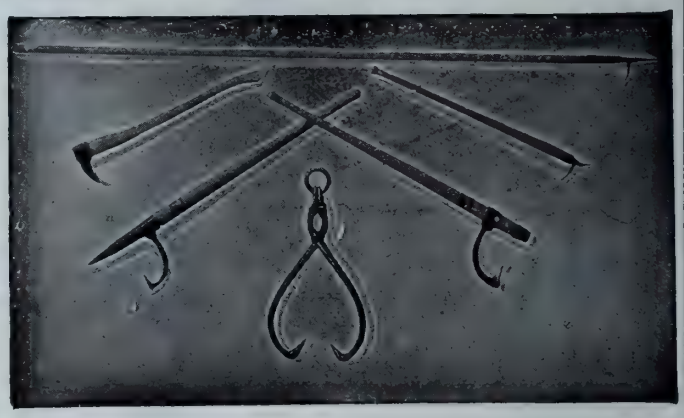

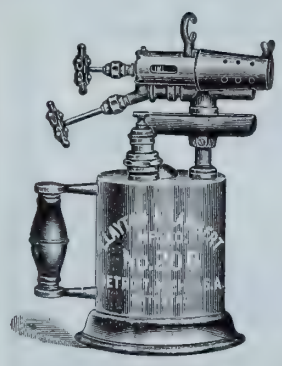

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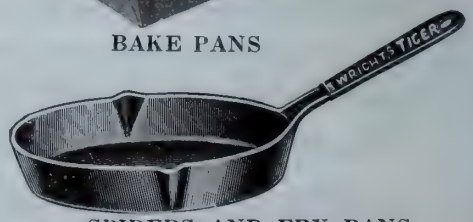


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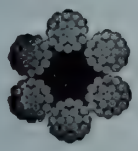

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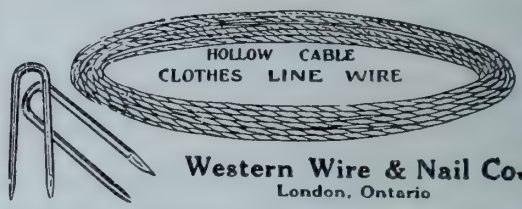


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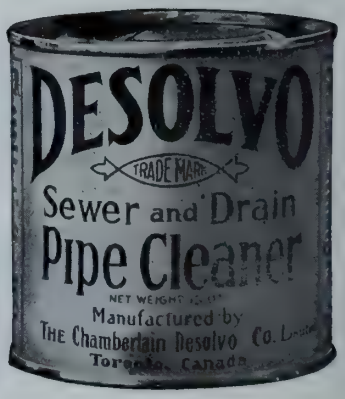

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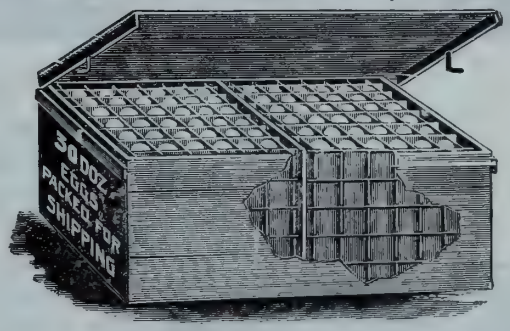


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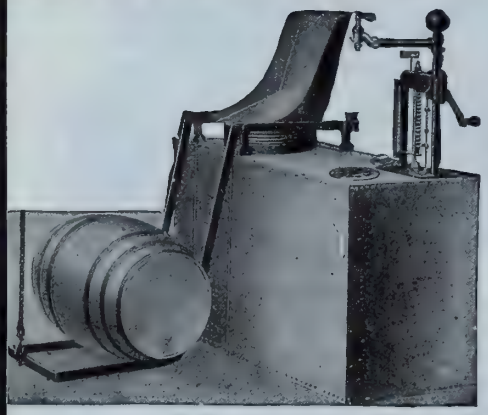

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# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII SEPTEMBER 10, 1921 No. 37

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. SEPTEMBER 10, 1921 No. 37

# Cotton Flurry May Affect Prices

Prices Withdrawn on Cotton Twines, Sash Cord, Clothes Line as Precautionary Measure—Firmer Tone on Cotton Waste—Increased Prices May Follow—Decrease of 30 per cent. in Cotton Crop — Maintenance of High Prices May Affect Relative Values of Jute Fibre, Bags, Twines, Etc.

PRICES on all cotton goods are more or less affected by the recent startling developments in southern cotton markets. These marked changes are primarily attributed to the large decrease in the extent of this season's cotton crop, and added to the smaller acreage under cultivation in United States centres this year, is the extensive insect damage to present crops coupled with other deteriorating effects such as bad weather. The total result has been to again place the cotton market generally, on a firm basis, and with the announcement of an exceptional bale shortage comes a sudden rise in prices of raw cotton.

### Higher Prices Not Unlikely

These cotton market fluctuations indicate that a revision of prices on all cotton goods to a higher level is not unlikely. Quotations on cotton goods such as twines, sash cord, clothes lines, and cotton cordage generally, have been withdrawn pending further market developments. This is, however, stated to be a precautionary measure, but the activity of raw material prices has caused distributors to hold off their quotations for a few days. Whether the current prices will be reinstated, or higher quotations given, could not be directly ascertained, but it was admitted that the prevailing situation would practically force dealers to quote an increase, and some action of this nature was sooner or later expected under the circumstances. The price of raw cotton has advanced an average of 7 cents per lb. during recent weeks.

### Easier Prices Less Likely

Should the cotton markets react under the present pressure the extent of any price increase would be much smaller. The strength in Canadian cotton goods is based upon the contributory elements in American markets, and the situation is at least having an effect of strengthening the opinion that while an advance may not be a certainty, easier prices are now not so likely to appear.

The United States Government report of this year's crop, shows that approximately 7,000,000 bales will be available. This is a decrease of around 30 per cent. from the figures of the season previous, and while over six million bales of cotton have been held over from last year's crop, it is stated that such carry-overs were not of the finest quality.

Another important factor which has contributed to the firmer showing of southern raw cotton has been the recent heavy buying by British interests. As a settlement of various strikes in the British textile trades has now been affected, an improved condition is reported from these quarters.

Dealers in cotton wastes report that the firmer market in raw cotton has been reflected in a stronger tone on wastes, both white and colored. Whether future price increases will be an outcome of this development, cannot be predicted with any degree of authority, as it is yet too early to state the probable results. While predictions as to future ranges of price on cotton wastes are not available, yet the current impression is that easier prices are not very probable under existing circumstances.

### Jute Prices May Be Affected

An interesting feature of higher prices on cotton is the probable effect such quotations might have if maintained for any length of time. One distributor of rope and cordage pointed out to Hardware and Metal that the relative price of jute might be affected. With a much higher range prevailing on cotton goods, such as twine, wrapping cord, cotton bags, jute products might become more popular from the consumers' viewpoint. Jute fibre, jute bags and twines are more than likely to experience an increased demand should the price on cotton remain at higher levels, and this stimulated activity in turn opens up the possible development of increased quotations on these products also.

While the price increase on cotton has been in the nature of a sudden rise, induced and accentuated by cotton trading on southern stock markets, yet the primary cause is found in the United States Government report on this year's prospective crop which was issued on September 1. In the range between low prices on raw materials of three months ago, and the peak of the present inflation, up-to-date, an increase of almost one hundred per cent is noted. Local jobbers and distributors hesitate to make predictions as to prices on manufactured cotton goods, when based upon stock market cotton trading fluctuations, but it is generaly admitted, however that the raw material markets are in an unsettled condition, and future developments will be of interest from this standpoint.

# Local Retailers Now Have Advantage

Prevailing Conditions Favor Local Retail Merchants and Handicap the Mail Order Firms — Latter Have Higher Overhead Charges and Reduced Volume of Business — Good Roads and Automobiles Bring Customers in Closer Touch With Local Retailers—Who Know Their Wants

WHILE the retail merchants of this country have felt to some extent the influence of the conditions produced by the readjustment process of the past year, it is a certainty that their contemporaries, the mail order firms, have been feeling the effects in even greater measure. There are several angles to the present condition of business which affect the mail order houses to a greater extent than they do the retail merchant and the latter has the opportunity to swing the situation to his own advantage.

Discussing the matter recently with a buyer for a large departmental store and mail order firm, Hardware and Metal was informed that the firm represented and others were having an exceedingly hard year. This buyer thought it was a question if the mail order houses would ever again be able to get the strangle-hold on business which they have had in certain localities. Some of the reasons for this condition are outlined herewith.

### Large Stocks Readily Accessible

The mail order firms have, by reason of the need of protecting their catalogs, been forced to keep large stocks readily accessible. Every merchant knows what it has meant to carry large stocks over the recent period of rapid price reduction, and what losses have had to be taken in order to liquidate such stocks. In the case of the firm represented by our informant, one line of goods was marked down in one day to take a loss of $50,000 and a day or two later even at this curtailment the goods were expensive, having in mind current quotations.

Retail and wholesale merchants have been able to pass on the responsibility for carrying stocks to the manufacturer. This may or may not be fair, but it is the natural course which matters follow when conditions make it necessary for each one to carry as light a load as possible. Probably this has been a good thing, as, in a general way, manufacturers are capable of estimating needs and guiding their business safely around the rocks, on which some less experienced retailers might founder. The fact remains that it has been a trying period for the manufacturers and it has been no less trying for the mail order firms who have been forced to bear the same burden. The retailer here has had the advantage.

### Autos and Better Roads

The improvement of roads has also been an important factor in helping the trade of retail merchants, such improvement taken perhaps in conjunction with the increasing utility of the automobile. Where roads were almost impassable at certain seasons of the year and over which at almost any time transportation by horse and buggy was slow, it is now possible for the farmer to come to town in comparatively short time, and in more comfort than formerly. The result is that the farmer visits town more often, and he does not hesitate to pay frequent visits to the larger communities. Here he gets some idea of prevailing styles and new articles being introduced. He has the advantage of being able to see the articles in working order and this impresses him more than pictures in a catalog.

The reduced business which mail order firms are experiencing renders their overhead expenses higher, an expense which must be reflected in the prices of the goods they sell. This may be covered up to some extent by the wide publicity given certain leaders at bargain prices, but a thorough analysis will probably reveal the fact that the retail merchant could offer the leaders at the same prices and undersell the quotations on the regular lines and still make a profit. Many mail order buildings were constructed when expenses were very high, in other cases big extensions were made at that time to facilitate the handling of extra business during the boom period. The rate of depreciation on new buildings as well as the increased total cost of buildings in use, has to be met by an increased volume of business if the percentage against each unit sold is not to be increased. With a decreasing volume of business the result of this depreciation and heavier carrying charges is obvious.

Printing costs have also been very high for some time. In the case of the firm in question, before they start selling any goods at all a direct charge of one million dollars has to be taken care of in payment of catalogues. On the former big volume of business this was a factor; it is more than ever a factor to-day with reduced volume.

### Understanding Local Requirements

Furthermore, the mail order firms do not understand the people to whom they wish to sell, as well as they might. Certainly not as well as does the small town and small city merchant. The mail order representatives go abroad to keep themselves advised as to the latest developments in styles etc. This is a valuable help to them, and it would be well if more retail merchants went abroad for the same purpose. But on the other hand the mail order man overlooks the necessity of going to the district served by the country cross-roads store and looking into the needs of the rural household. This is a big advantage for the retailer over the mail order firm.

Under present conditions it is not extraordinary for a woman to buy goods from a mail order house and by the time she receives the goods to find the same line on sale in local retail stores at cheaper quotations. Delay in receipt of goods when falling prices are in order is apt to result in disadvantage for the purchaser.

In view of the conditions outlined it appears that if the retail merchants base prices on replacement values and go after business aggressively, they can make it even more difficult for the mail order firms to retain their hold on local business. Many of the points outlined can be played up by local merchants to good advantage, having in mind the fact that a larger turnover enables a smaller margin of profit per unit to give the same return, which will further strengthen them with local trade.

# Catering to Fall Fishing Parties

## Many Lines of Fall Sporting Equipment Required in September and Early October—Special Display Facilities for Sporting Goods Lines—Rearranging the Hardware Stock to Better Advantage—An Important Element in Any Store Says Montreal Hardware Merchant

*Catering to the Fall fishing trade is the underlying idea of the display in this department of the hardware store of Omer de Serres, Montreal. By a rearrangement of the various departments greater space has been provided in this store and better display facilities provided. The showcase reveals an effective arrangement of reels, spears, preserved bait, corded lines, poles, baskets, etc. Smaller requirements such as hooks, sinkers, flies etc. are seen displayed in upright glass panels in the wall fixtures. The stock is carried in drawers located below these panels. The effect of the combined display in the showcase and wall panels is that a large and complete stock is carried. The fisherman, like everyone else, likes to deal at the store where a good selection is provided. The same idea is carried out in the various departments.*

FISHING and hunting parties are popular during September and early October, and to cater to this class of trade Omer de Serres, hardware merchant, Montreal, maintains an extensive display of fishing tackle and other similar requirements. In conjunction with this department is an extensive display of other Fall sporting goods lines such as football equipment.

When arranging stock and store displays in the retail store, three important considerations are usually given by the merchants namely: prominence, convenience and neatness. The hardware merchant must necessarily consider all three to be the possessor of an establishment embodying the many features that attract attention, and in many cases customers. If through careful thought the stock is neatly arranged, clean, and prominently displayed it will undoubtedly bring profitable results, whereas if through carelessness the store has an untidy appearance the opposite effect will be produced on the buyers of hardware commodities.

To be prominently displayed is important to all lines, governed to a great extent by the season of the year. A silent salesman at the front of the store may display fishing tackle in the right months and converted into a display of silver Christmas gifts at the winter holiday season. Thus it is with many lines, by changing the location in the store, prominence may be given without requiring extra floor or shelf room. To arrange conveniently simply means to have most saleable goods easily accessible to the salesman and customer. This also applies to seasonable lines. While nails, screws, and many other most staple lines are usually found directly behind or at least very near the main serving counter, other commodities that are seasonable should be near at hand. There are departments such as the tool section, or the paint and wall paper department that cannot be altered, but these should be placed as conveniently as possible to both customer and salesman for all seasons. Little need be said about neatness, as a clean neatly arranged stock needs no explanation, but speaks for itself.

### The Question of Space

The hardware stock to-day is made up of an increasing number of lines. Each season finds articles added to the wares, and often the merchant is asking himself the question "Will I stock this?" In the latter few years for example, two very extensive lines have found prominence in most stores, namely: motor accessories and electrical goods. In both

lines new articles are continually being offered for sale.

In adding new lines the question of space very often is considered. In the case of motor accessories, if a full line is carried, with a good display, considerable amount of space is necessary. However many stores that are apparantly "crowded," could by re-arrangement have more room and a better appearance.

### Merchant Re-arranges Stock

The hardware store of Omer De Serres, St. Denis Street, Montreal, prior to the re-arrangement it has recently undergone, had display features and stock arrangements worthy of comment, but in the opinion of the ownership, improvements should be made. By changing the position of the various departments on the main floor, and utilizing every nook and corner, added attraction was given to the appearance of the stock, and both salesman and customer now benefit by the compactness of each section or department, which allow quick service to be rendered much easier than formerly.

Floor space also prompted Mr. De Serres in making the changes. Believing that many articles he carried could be more quickly sold if displayed more prominently, the alterations were contemplated. There were lines that had previously had a "cramped" appearance which did not do justice to the articles. Although no more actual floor space is now used, certainly it would appear so.

### Tool Section

The tool department formerly occupied a part of the shelving on both sides of the store. Now, however, all tools, comprising those of the carpenter, bricklayer, mason, blacksmith, etc., occupy one corner with the shelving half way up one side and nearly half way across the back partition where the boxed stock is neatly arranged. Included in boxed stock are braces, planes, hand saws, and some of the larger sized packages. Surplus stocks of these, as well as of all other tools are also shelved here.

### Silent Salesmen are Converted

Immediately in front of the shelving are the show cases displaying samples of all tools stocked, arranged so as to enable all samples to be prominently displayed, and also employed to hold the stock of each article at the rear. It will be noted that, the display is arranged on the board placed at an angle from the front at the bottom to nearly half way to the top of the case, thus offering a slanting display through the glass from the front. On this are wired or tacked the tools, each line neatly arranged, numbered and priced.

The rows of auger bits, drill bits, gimlet bits, punches, nail sets, then running into pliers, wrenches, then to planes, braces and hand saws make a very attractive and effective showing. The showcase being illuminated by electric lamps at each top corner, enables

the customer to easily choose the tool required.

Tools may be arranged in many different ways to catch the eye of the mechanic. The drawers at the rear of this display board are numbered and priced in conformity with the samples. When the tool is pointed out by the prospective buyer, the salesman can now locate it at the rear and hand it to the customer for his examination. This is important as the mechanic usually wishes to "handle" the tool before he buys.

This department now takes up no more space than formerly but it is much better displayed, and affords more room for other lines, because through the new arrangement one of the rear corners is utilized that was formerly a dark section of the front store.

### Fishing Tackle Display

The stocking of tackle for the fisherman covers a wide range of supplies, and to have an attractive and effective display requires a lot of work, especially if all sizes of hooks, sinkers, and flies and other smaller lines are to be placed an display. The above store realized this, and their accomplishment is certainly worth their time and trouble.

A silent salesman is used to show the larger articles, such as reels, spears, preserved bait, carded lines, poles and baskets. The smaller needs, consisting of hooks, sinkers, flies, etc., are displayed through upright glass panels, directly behind the show case, while the stock is carried in drawers below these panels. On approaching this section, one is confronted by the silent salesman and the panels at the rear at the same time, giving a very complete appearance. The glass panels are about two feet square, samples being placed on baize covered boards against the face of the glass. The section being down the centre of the store, these panels act as a backing to the shelving at the other side, thus no room is wasted.

The same method of tagging is used here as in the tool department. Number and price on every article with the drawers at the bottom numbered accordingly.

# "Retailers Are Fulfilling The Functions of Bankers"

RETAILERS' Day at the Canadian National exhibition was attended by a large number of merchants from all over the Province, and late in the day, a number of the officials of the Dominion Board of the Retail Merchants' Association dropped in at the exhibition, on their way home from Winnipeg where they had been attending the annual convention of the Dominion Board of the Retail Merchants' Association.

B. W. Zieman, of Carleton Place, Ont., President of the Ontario Retail Merchants' Association was the chief speaker at the noon day luncheon of the exhibition directors. "I believe we can look forward to improved business conditions in the very near future," Mr. Zieman remarked at the outset of his address. "I have just returned from Winnipeg where I discussed the crop outlook in the West with the deputy minister of Agriculture. While the crop will not be as large as was first anticipated, it will be well up to some of the better years. It is being marketed in good condition, and under the most favorable circumstances. With the movement of the crop, money will again be circulated freely, and business conditions will at once improve.

"We retail merchants, as an association, appreciate the fact that the Exhibition directors have recognized the importance of setting apart one day as a retailers' day. There is a tendency on the part of some people to wipe out the middle man, as they choose to call him, but I tell you the retailer is as essential to prosperity, as vital to the progress of our country, as the railways that carry merchandise from one place to another. Goods could not be distributed without railways, nor could they be distributed without the service of the retailer. We occupy a very responsible position. More than anyone else we come in direct contact with the needs of the people, and alone can furnish evidence to the manufacturers what the people will buy.

"Our association has been in existence for the past 25 years. We have offices in every province, and we believe that the past few years have shown what can be done for the retailer through organization." Quoting a retailer from Swift Current who was present at the convention in Winnipeg, Mr. Zieman stated that retailers were fulfilling the function, in many instances, of a banker. Instead of loaning money, however, the retailer was loaning the goods. By this the speaker stated, he meant the extending of credit. The granting of long term credits to customers had become a problem that had to be met and overcome.

# *News of Western Canada*

# Retailer Knows Power of Advertising

## Hugh Savage, Editor of the Cowichan, B. C. Leader, Addressing a Body of Retail Merchants, Says that Every Wide-Awake and Progressive Retailer Knows that in His Newspaper Advertising He Has An Indispensable Business Builder

THE FOLLOWING is an account of an address given by Hugh Savage, editor of the Cowichan B. C. Leader, at a gathering of retail merchants in Vancouver:

In the country newspaper and those who are engaged in the retail trade I see two of the greatest forces in community building. In scores of centres in this province these forces are amicably allied, working toward a common goal. Indeed I might venture the assertion that the progress of these centres is in direct ratio to the firmness of the bonds which link retailer and editor.

What do I mean by these bonds? Is it the link of materialism, of business, of buying and selling? To a certain extent it is, but it would be a grevious error to imagine that this business tie was the sole tie.

Far greater and more lasting is the pride they share in belonging to and working for the development and betterment of their common community.

The retailer is a business man, but, stripped of his apron and obliging mien, we see him playing a greater part on the stage of our rural life. He is the pillar of the church, the backbone of the Board of Trade, the business brain behind the activities of the fall fair. I frequently see him the object of those countless appeals for charities and subscriptions for every cause under heaven. Once a farmer supported his desire to canvass the storekeepers for subscriptions by the statement that they were making their money out of him and his kind. Of a piece with this fallacy is the sentiment of those who strive to fan enmity between the rural town dweller and those actually on the land.

We know that the country town or its nucleus, the store and post office near the railway station, are the result of the development—agricultural or otherwise—of the surrounding country. The interest of store and farm are one.

As a centre grows it becomes the duty and in general, actually is the self-imposed task, of the retailer, allied with his fellows, to induce settlement, initiate industries, and speed up the wheels of progress.

### Retailers Build up Towns

It is the retailer who is building up the superstructure of our village, on the foundation laid by agriculture or other development. It is the retailer who is in the main responsible for the inauguration of the weekly newspaper. He may or may not found it himself—the paper I represent was so founded—but it is he who provides it with that business, without which it would be exceedingly difficult for it to operate.

In turn, the advertising columns of the weekly press are his greatest ally in creating an influence which, in proportion to its quality restricts the outflow of that trade which might and does still go outside to build up fortunes for the few in the big cities, instead of remaining at home, a life giving trade, creating opportunities and livelihood for more local people.

The weekly newspaper is the shopwindow of the individual retailer in which his displayed goods are inspected in every country home, by the entire family. It is a whole town of shopwindows, compelling attention from the outside—holding up the mirror of country life, not merely in its function of a retailer of news, but a message bearer, a salesman of salesmen, serving every progressive retailer in its community.

### Power of Advertising

The past eight years has seen a great change in the relationship of the retailer and the country newspaper. No longer is it necessary for the editor, in his capacity of advertisement salesman, to pound and pound into prospective customers the truths of that great power we call advertising.

Every wide-awake and progressive retailer knows and realizes that in newspaper advertising he has an indispensable business builder. The rank and file in many branches of trade have awakened to the amazing power of publicity. The trail blazers are those whose names are household words in commerce.

There are still those who look on newspaper advertising as an "expense." The ranks of retailers who have "arrived" are swelling with those who look on their advertising as a dividend-paying investment, as an additional and indispensable member of their sales staff.

Consider your advertising in the same light as buying merchandise. The possession of merchandise alone, no matter how advantageously bought, will never make a merchant rich. He must sell it at a profit to make money. And it is advertising of the right kind that will accomplish this. There are many forms of advertising, but experience has shown that the newspaper is by long odds the best and most remunerative.

(Continued on page 48)

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### WESTERN CANADA NOTES

Herbert, Sask., J. Funk & Co., hardware, has been succeeded by J. F. Funk.

Roblin, Man.—Dunlop Bros., hardware, have sold out to Cycles & Carr.

Hodgeville, Sask.—J. Funk, hardware merchant, is opening a branch store here.

### EDMONTON FIRM IN NEW STORE

Edmonton, Alta.--The Northern Hardware Co., Edmonton, Alberta will soon remove from their present premises into the Tegler Block, on 101st Street Edmonton. Their new abode has been rebuilt specially to meet the requirements of the hardware business. There is an abundance of light, the show windows having a cubic area of 3,200 feet. The part of the block occupied by the firm consists of the ground floor and basement and is 100ft. by 28ft. As a considerable amount of heavy goods is hauled a special floor of master builders' cement has been laid.

A broad stairway leads from the main floor to the basement where the show rooms are situated. Paint and household furniture are situated in the basement. The general manager of the firm is G. Scott.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

SATURDAY, SEPTEMBER 10, 1921

## Freight Rates

THE BOARD of Railway Commissioners are reported to be giving consideration to the question of freight rates, with a strong possibility of an early reduction averaging about 10%. The revision will probably affect various lines to a varying degree possibly giving first consideration to agricultural and dairy products, and similar lines on which special representation has been made. It will also have an effect upon the hardware trade especially in view of the fact that high freight rates have been given as a common excuse as to why prices could not further decline. Reduced transportation charges help materially to bring business to normal.

## Popular Slogans

"FULL STEAM AHEAD" is one of the slogans which was flashed constantly before the eyes of the million visitors to the Canadian National Exhibition in Toronto. "Business is Good" was another, both of these being used along with other urgings for Canadians to buy intelligently and in proportion to their requirements. While some may be inclined to disagree with the latter slogan it is nevertheless a fact that compared with normal times and having in mind conditions prevailing in other parts of the world, business in Canada is not as bad as some would paint it. Much of the reason for the prevalence of this idea is because present conditions in Canada are being compared with those of the boom period when the high level of production of largely extended plants was being experienced. Today not only is the production of such plants greatly curtailed, but the costs of a greater investment in plant and equipment must be met.

An intelligent optimism will help largely in aiding a return to better trade conditions in this country. Not the kind of optimism which throws discretion to the winds, but an optimism which goes hand in hand with careful merchandising methods which require the highest standard of efficiency in all departments. If such slogans as those outlined will help in achieving this end then let them have the widest possible publicity.

## An Interesting Study

THE IRON and steel markets present an interesting study at the present time both as regards domestic and export trade. Production figures on steel for the month of August show a moderate upturn from the low figures of July, and it is felt by the authorities that July of this year will prove to have been the turning point of the most severe depression in the recent history of the steel industry on the American Continent.

There has been much reference to the steel trade as being a barometer of business conditions, but it is doubtful if this branch of industry has reflected the true condition of business within the past year or two as correctly as it may have done formerly. It will be recalled that last year the steel trade was much slower than most others to show any pronounced effects of deflation of prices and approaching depression and has not been in the forefront of indicators of the slight improvements which have already taken place in general business. On the other hand while the steel industry followed the deflation movement it is likely to be in the vanguard of the improvement owing to the wide range of its influence. An unmistakable evidence of revival in the steel industry will no doubt be regarded as an encouraging sign not only in steel-trade circles but also rather generally by other business interests. Export markets for steel continue to be very quiet compared with conditions last year and there are still many reports of an unbridged gap between prices quoted by German and Belgian producers and those which would leave no profit for exporters on this side of the Atlantic. There is a growing tendency however, to hold that a considerable artificial element is involved in the present form of German competition and the low prices offered. Already it is said, further downward revision of American prices, a rise in German prices and some appreciation of the exchange value of the mark have bettered the chances of competition with European producers.

## A Virile Force

A MANUFACTURER of hardware recently made the statement "'Those of our dealers who advertise consistently, sell approximately four times as much as those who do not advertise." He gave confirmation of his statement by pointing out that this ratio was the result of a thorough investigation which showed the amount of advertising being done by retailers handling their lines and advertising done by competitive retailers.

The progress of business and the introduction of more efficient methods has in recent years greatly increased the extent of advertising by retail and other merchants, but there is no reasonable limit to the good effects of judicious advertising done on an adequate scale, and as a help in present condition of trade it is an important factor. Today every retailer is looking for means to increase turnover. To these retailers the statement that those merchants who advertise consistently sold four times as much goods as those who did not, will be of particular interest.

Every retailer has his own advertising problem to solve, and local conditions should be investigated to ascertain which is the best medium of publicity and the extent to which the use of various mediums is justified. There are other technicalities such as wording and form of the advertisement to which due attention must be given. Unfortunately there are some retailers who have commenced advertising without giving thought to the most effective means of handling it, and the results have greatly shaken their belief in its power. It is generally agreed however that advertising represents one of the most virile forces in merchandising, providing it is correctly applied, and in times such as are now prevailing it would not be amiss for the retailer to give thought to means by which he may reap the benefits of judicious advertising to the greatest possible extent.

# Events in the Trade

### BUSINESS CHANGES

Toronto,—Wm. Dellows, hardware merchant has been succeeded by Furtney and Martin.

### INCORPORATIONS

Shiftlock Steering Wheel Co. Ltd. has been incorporated in Ontario with head office in Toronto and capital of $75,000 to manufacture motor vehicles, accessories etc.

Lepage, Soubliere, Ltd. has received Dominion incorporation with head office in Hull, Que., and capital of $100,000 to deal in hardware, enamelware, oil and paints, etc.

Wigham Wire Co., Ltd. has received Dominion incorporation with head office in Hamilton, Ont. and capital of $250,000 to manufacture and deal in wire, wire rope, cables, hemp or other ropes, steel, ingots, billets, rods or castings and to manufacture wire fittings.

John Garde & Co. Ltd has received Dominion incorporation with head office in Toronto and capital of $100,000 to manufacture and deal in hardware, implements, etc.

British Piston Ring Company (Canada,) has incorporated in Ontario appointing William J. Lines, Toronto, manufacturers' agent, as local representative, to handle the firm's products of automobile accessories, etc.

Earlscourt Toy Works Ltd., has been incorporated in Ontario with head office in Toronto and capital of $50,000 to manufacture and deal in toys etc.

### OBITUARY

Thos. E. Howard, hardware commission merchant, was found dead in his office at the Choristine building on Labor day.

The death of W. A. Robinson, president of the D. Moore Co. Ltd., stove and range manufacturers of Hamilton, Ont., is announced. Deceased was one of the pioneer stove manufacturers of Canada and was President of this company since its incorporation in 1888. Previous to that he was in partnership with the late Dennis Moore under the name of Moore-Robinson and Co. since 1875.

### PERSONALS

J. O. Jepson, Montreal sales-manager, Hobbs Mfg. Co., is reported as making favorable progress towards recovery after his operation in a local hospital recently.

H. W. Holmes, director of sales of the Canadian Hart Products Limited, of Hamilton, Ontario, is on a business trip to Winnipeg.

J. P. Sargeant, of the Canadian Hart Products Limited, of Hamilton, Ont., spent a few days in Winnipeg recently while on a business trip in the interest of his firm. Mr. Sargeant is covering the Western territory and intends stopping off at Vancouver and Victoria.

### BROCKVILLE CLERKS UNITE TO WORK WITH EMPLOYERS

Brockville,—The retail clerks of the town have organized an association with the object of improving conditions and hours of labor and of co-operating with their employers in giving service to the public. The clerks were recently granted all-year-round early closing.

### THIEVES PILFER AMMUNITION FROM HARDWARE STORE.

Thieves recently forced an entrance into a hardware store located at 14 Temperance Street, Toronto, Ont., and stole a quantity of ammunition. Cartridges of various calibre attracted the attention of the night miscreants.

### OPEN CANADIAN PLANT

Hamilton, Ont.—The Wallace Barnes Co., of Bristol, Conn., manufacturers of springs and screw machines, etc., have taken over an industrial building in Hamilton and are fitting it up for the purpose of starting a Canadian factory.

### NEW AUTOMOBILE PLANT FOR TRENTON

Trenton, Ont.—The Board of Directors of the Anglo American Motors, Ltd., have closed with the town of Trenton for the site for their plant, where they will build the "La Marne" car.

### IMPROVEMENT IN CANADIAN PIG IRON PRODUCTION

An improvement in the production of pig iron and ferro-alloys is reported by the Dominion Bureau of Statistics. During July there was an increase in production of more than 2,000 tons, as compared with the month previous. There was a marked increase in the output rising from 661 tons made in June for sale, to 2,922 tons made during July for the use of the producing firms. Electric iron castings showed an advance over the previous month's record, the figures for the two months being, 65 tons in June and 105 tons in July. Of the entire output of pig iron, over 90 per cent. was reported as having been made for the further use of the companies producing. Production of steel ingots dropped from 62,339 tons in June to 6 ,641 tons in July.

### ACTIVE PAINT CAMPAIGN

Kingston, Ont.—Local hardware merchants are still booming the campaign for the sale of paint and using the slogan, "Save the Surface and You Save All." They are urging the people to get their work done before the fall rains come and later on the snow. A special appeal is being made to have all outside work done before winter.

### ENGLISH ELECTRIC CO. GOES TO ST. CATHARINES

St. Catharines, Ont.—The Crocker-Wheeler Co. plant and business at St. Catharines has been purchased by the English Electric Co., of Canada, Ltd., which was incorporated recently by the parent organization, English Electric Co. Ltd., of London, England. Important developments are said to be in prospect at the St. Catharines plant as a sequel to its purchase by the British firm.

Exclusive manufacturing rights will be held by the Canadian organization in this country for all lines manufactured by the English Electric Co. Ltd., and the St. Catharines firm will also act as selling agents for the parent company. American territory is also open to the Canadian organization. All patents, designs and processes of the British company are at the disposal of English Electric Co. of Canada, and it will also control the patents and designs of the Crocker-Wheeler Co. of Canada.

Mr. Gordon F. Perry, President of the National Iron Corporation, was made Chairman of the Board of Directors of English Electric Co. of Canada, and other prominent Canadians will also be on the directorate.

The English Electric Company of Great Britain is said to be the largest manufacturer of electrical and allied machinery and equipment in the British Empire. The directorate includes some of the most prominent men in Great Britain; the company maintains eight branches in the United Kingdom and ten abroad.

# U.S. Manufacturers Opening In Quebec

## C.M.A. Reports on Industrial, Commercial And Agricultural Conditions in Quebec Province—U.S. Plants Opening

A REVIEW of industrial. commercial and agricultural conditions in the Province of Quebec has been contemplated by R. W. Gould, Secretary of the Quebec Division of the Canadian Manufacturers Association, in response to a desire by that Association for full information as to conditions in the Province. Mr. Gould reports that the Province is in excellent condition as compared with the rest of Canada, and outside the City of Montreal, there is practically no difficulty from unemployment.

Financially, the Quebec Government is in a position, at any time of acute urgency to proceed with necessary public works, and in that manner absorb a great number of unemployed men. The savings banks of the Province, particularly in the rural districts, show a greater amount of cash than at any time in the history of the Province while very few of the Victory Bonds have been used as collateral for loans, these forming a splendid reserve should real necessity arise. Further, during the past few months a number of U. S. manufacturers have sent representatives to this Province seeking sites for subsidary plants, which augured well for the industrial future of the Province.

### No Luck of Prosperity

"In a word," the report states, "Quebec is sound, sane and certain of her future. The winter will not be an easy one by any means, and the problems that are bound to arise will not only be difficult, but acute, but the Province can never, in the very nature of things, take on a condition lacking prosperity which will become chronic."

"Only one centre of population, namely Montreal is faced with an unemployment situation which will demand courageous treatment. In Quebec, Sherbrooke, Three Rivers, and other industrial centres, this situation is not of such a character as to cause undue alarm."

"Agriculture in the Province is not just now in the best of shape. During several years past the farmers have enjoyed good harvests and high prices, with greater profits than they had ever known. This year war conditions are reversed with small harvest and low prices, many farmers having sold little fodder they have sold live stock at ridiculous prices rather than buy feed to carry them over the winter. But most of the farmers have plenty of money on hand to carry on with hope of better conditions next year."

### August was the Low Month

In a more detailed summary of conditions, the report paints a somewhat gloomy condition for Montreal with an estimate that 70 per cent of all the manufacturing plants of the city are working below normal and 20 per cent. of these are completely idle. It was however, concluded that August marked the extreme of the depression and that even now many plants were showing a renewal of business activities, while wages were being fairly well maintained, with reduction in living costs which promised comfort for those employed. The manufacturing trade was increasing, but reports showed that the retail trade was still slow moving, probably due to people saving money as fast as possible to prepare for the stress of winter. But Montreal is in as good position as any other big city on the continent, with prospects of weathering the present depression as well as most.

In the centres of population, Montreal, Quebec, Sherbrooke and Three Rivers, Mr. Gould reports a general feeling of optimism, although industrial activities were at low ebb.

# Lower Freight Rates On Tires Through Revised Classification

## New Classification Announced by Railway Commissioners on Rubber, Chiefly Tires and Tubes—No Direct Effect on Present Prices Say Manufacturers

MONTREAL—Through efforts on the part of the Rubber Association of Canada — which applied for a revision downward of the rates on rubber—it is now announced that the Board of Railway Commissioners have promulgated an order putting into effect the recent dicisions regarding the new classification for rubber. This chiefly covers automobile tires and tubes. Under the new ratings a substantial reduction in freight charges will be made, the ruling going into effect immediately.

Speaking to one large local manufacturer of tires and tubes in the matter, HARDWARE AND METAL was informed the new rates were something the producers of these products had been fighting to secure for some time, as the previous rates were always considered too high and not applicable to such goods as tires.

### No Immediate Effect on Prices

When asked if the new lower rates would reflect on the prices of these lines in the near future, this manufacturer replied this was improbable. The manufacturers had always absorbed the high rates in their own profits and the ultimate consumer had not been asked to share the burden. He stated, however, that the change would be afactor tending toward lower prices when other manufacturing costs permited the issuing of loer prices, and would be taken care of all that time. It was also pointed out that tire prices to-day were well down to 1914 prices, being on a par almost with the existing quotations of 1916 when the climb of the rubber

# Publishing Under Strike Conditions

**Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.**

**Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports, etc., are being continued as usual.**

# *Weekly Hardware Market Reports*

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

CURRENT price revisions this week cover such products as glaziers points, which are now one third lower; the Nicholson and Black Diamond lines of files; Barnes and Saunders pipe cutters; carpenters wrecking bars; crow bars, mattocks and clay picks; the Sargent line of carpenters tools; copper and brass goods; dull Canada plates; and skate screws, while a new revised list on machine screws has been issued covering steel and brass in round, flat and fillister head.

'Business is good' is the report on radiators, and more inquiries in steel and steel products have resulted in a brigher outlook. Brisk business in fall lines is noted, with a popular movement of auto coaster wagons, builders hardware such as locks, door knobs and hinges, sash weights, combination storm and screen doors, rifles and shotguns, buck saws, ammunition, nails and many other hardware goods are in demand at this season.

Due to the rapid advance in the price on raw cotton, higher quotations in cotton goods such as wrapping twines, clothes lines, sash cord and similar cotton cordage lines are considered possible in the near future. The present increase on the cotton markets is attributed to a shortage in the estimated crop for the present season, coupled with damage to the acreage under cultivation from poor weather conditions and various insect ravages. This condition is reflected in a firm undertone in cotton wastes, although no price changes have been announced.

## MONTREAL MARKETS

MONTREAL, September 7.—Price reductions continue on the current hardware markets, gasoline offering one of the chief changes this week. A further reduction of one cent on the motor grade and three cents on the lighter grade has been made, this making the second reduction in as many weeks. Bar iron and steel furnish another feature when quotations on the different kinds are reduced 15 cents per 100 lbs., bringing the base price of common bar iron now down to $3.25. Dull Canada plates show a substantial reduction, while new discounts are announced on soil pipe and fittings thus lowering their prices. The announcement of a general reduction by Sargent & Co. in their make of tools brings lower prices on practically all of their brand. Copper and brass rods, sheets and tubing are reduced in price.

In smaller wares, Black Diamond and Nicholson files have new lower prices, and pipe cutters are also reduced. Glazier's points and skate screws also show a decline in price. The outstanding advance in quotations is made on malleable pipe fittings, these are now quoted at higher net prices, where formerly the discount was added.

Jobbing circles report a continued fair amount of business, with indications pointing to a good Fall trade.

### DULL CANADA PLATE PRICES REDUCED

**Montreal.**

Quotations on dull Canada plates show a substantial reduction in price. The box of 52 sheets which was formerly quoted at $6.75 now has a price of $5.80, with a proportionate reduction in the 60 and 75 sheet boxes.

As in the case of other steel products, the sheet market has now taken on a litt'e more hopeful aspect. It was anticipated that Fall would bring more activity, and this is now being realized to a degree, through the receipt of more inquiries. A noticeable increase in shipments of sheets to merchants for furnace and stove pipe work has been evident in the past few weeks, although sales are not yet equal to those of last year. This is accounted for however, in dealers not placing their orders beforehand for their Fall and early Winter requirements.

There is still room for improvement, but the situation now is a little more encouraging from a sales point of view. With the exception of the dull Canada plate, quotations locally are holding unchanged, and the fact that the steel Corporation has met the prices of the independents which were again slightly lower than prevailing former Corporation levels, has not yet reflected on the market here. This could hardly be expected, however, as the decline was comparatively slight, and local distributors have for some time past governed their selling prices by present stock and local demand, through the variations in quotations that have necessarily had to be given. Folowing are present prices:

| | | |
|---|---|---|
| **BLACK SHEETS—** | | |
| 10 gauge | 4 40 to | 4 65 |
| 12 gauge | 4 50 | 4 75 |
| 14 gauge | 4 60 | 4 85 |
| 16 gauge | 4 70 | 4 95 |
| 18-20 gauge | 4 95 | 5 20 |
| 22-24 gauge | 5 10 | 5 35 |
| 26 gauge | 5 15 | 5 40 |
| 28 gauge | 5 25 | 5 50 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

| | | |
|---|---|---|
| **GALVANIZED SHEETS—** | | |
| U.S. Standard. | | |
| 10¾ oz. | 7 25 | 7 75 |
| 28 gauge | 6 85 | 7 35 |
| 26 gauge | 6 45 | 7 00 |
| 22-24 gauge | 6 25 | 6 75 |
| 20 gauge | 6 10 | 6 60 |
| 18 gauge | 6 00 | 6 50 |
| 16 gauge | 6 00 | 6 50 |
| 14 gauge | 6 00 | 6 50 |
| 12 gauge | 6 00 | 6 50 |
| 10 gauge | 6 00 | 6 50 |
| | Queen's Head. | Fleur-de-lis |
| English Standard— | | |
| 28 gauge | 8 50 | 7 75 |
| 26 gauge | 8 25 | 7 50 |
| 24 gauge | 7 65 | 7 10 |
| 22 gauge | 7 80 | 6 65 |
| 18-20 gauge | 6 60 | 6 50 |

NOTE—These prices are for full bundles; an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 3 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

| | |
|---|---|
| **BRIGHT TIN PLATES—** | |
| 20 x 28 x 100 lbs. basis | 17 75 |
| 20 x 28 IC., 112s | 18 25 |
| 20 x 28 IX, 112s | 20 25 |
| 20 x 28 IXX, 50s | 11 50 |
| 20 x 28 IXXX, 56s | 12 25 |
| **TERNE PLATES—** | |
| 20 x 28 IC, 112s | 17 50 |
| **CANADA PLATES—** | |
| Dull. | |
| 18 x 24 x 52s | 5 80 |
| 18 x 24 x 60s | 6 00 |
| 18 x 24 x 75s | 6 30 |
| **WELSH CANADA PLATES—** | |
| Polished. | |
| 18 x 24 x 52s | 8 25 |
| 18 x 24 x 60s | 8 50 |

### NO CHANGE IN CORRUGATED SHEETS

**Montreal**

List prices and discounts on corrugated sheets remain at the decline of a few weeks ago. The present prices are

considered reasonably low, but with a rather unsettled feeling among the jobbing circles locally, the outcome might take the form of even lower prices in the hope of stabilizing the market, while on the other hand present quotations are well down to the galvanized sheet prices and a steadier market is looked for on these. List prices and discounts are as follows;

| | |
|---|---|
| No. 28 gauge | 7 75 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

## WROUGHT PIPE STEADY

**Montreal.**

The July revision in the quotations on wrought iron and steel pipe still holds, list No. 52 being the selling basis. Jobbing houses report the movement of piping as irregular, but quite satisfactory. Outside dealers stocks have been kept at the low ebb during the summer months and the buying has been purely of a sorting character, but with the approach of the fall months a fairly steady movement should be experienced. There is no indication of the approach of a further revision at present, which is quite different from conditions earlier in the year when lists were issued quite regularly.

## INGOTS DISPLAY FIRMER TENDENCIES

**Montreal.**

Ingot metals in general are firmer with advances in prices in some instances, while on others a much more hopeful outlook is promised. The metals in the ingot stage have been in a listless state for some time past, with little interest shown, therefore the improvement is welcome.

TIN—London advanced quite sharply in the earlier part of the week and the market at present looks strong, although whether this will continue is uncertain at the moment. The tin plate situation appears to be somewhat better which should result, to a degree, in larger consumption of the ingot metal. Quotations advanced to 35 cents.

**COPPER**—The tone of this metal is better both in New York and London and producers are firmer in their ideas. It is not easy to buy for forward delivery as sellers are asking a higher premium. Local market is somewhat firmer at 17½ cents for electro, 17 cts. for casting.

**LEAD.**—This metal is rather firm at present, especially in London where higher prices are expected. The American market is also firmer and prices advanced 10 points since last week. It is reported however, that one of the largest smelters in Australia is resuming operations on a somewhat lessened scale which may tend to keep the market down. Local price 6½ cents.

**SPELTER.**—There is little change in the American situation although it is now impossible to buy under $4.20 for spot and $4.30 for last quarter. The English market is firmer but considerable uncertainty still exists over the situation in Germany. Price is unchanged at 7½ cents.

**ANTIMONY.**—There is a firmer tone to the market as far as offerings from China are concerned, but little change in the situation either locally or in New York. Chinese is offered at 7½ cents, high grade English 8½ cts.

**ALUMINUM.**—Aluminum is the only metal that fails to show an improvement and the market remains dull and unchanged. Quotation continues at 30 cents.

## GASOLINE AGAIN DECLINES

**Montreal.**

Expectations of lower prices on gasoline have again been realized by a further reduction in price this week. The reduction is to the extent of one cent on the motor grade and three cents on the lighter grade. This makes a lessened differential between the two grades, and brings present quotations to 31 and 34 cents respectively. With factors, such as increased consumption and a fire loss, contributing to a firm tone in the market for gasoline, the recent reductions come as more or less as a surprise, and leave reason to believe there is some stronger factor tending to weaken the market. Coal oil remains at 18½ c. a gallon.

## BLACK DIAMOND AND NICHOLSON FILES REDUCED

**Montreal**

Through an increase in the discounts on both Black Diamond and Nicholson files, these will now sell for less. Both are now quoted at less 40 per cent.

## IRON AND STEEL PRICES LOWER

**Montreal**

Practically all lines of bar iron and steel are reduced to the extent of 15 cents per 100 lbs., bringing the base price of common bar iron down to $3.25.

The trend of the steel market continues on a gradual decline, gradual because the reductions in the past two instances have not been of such marked character as was given out in former months. This would indicate that prices are now fairly well down to bottom when present day productive costs are considered, and prices now quoted leave little profit for producers at the mills. The present reduction is, according to one local dealer, the result of the unsteady situation at the mills where another series of price-cutting is in evidence, and he is of the opinion that any further recessions will be the outcome of the continuation of this price shading. Further marked reductions are improbable because the producers of pig iron claim they are placing their output at little or no profit. Freight rates are also one of the chief factors in steel production and if these are lowered, as anticipated, the question next arises; will the producers of pig iron still be willing to sell at to-day's prices in the case of any developments here, or will they then demand increased figures covering the amount of freight reductions? This is just one phase that would indicate a steady market insofar as the mills are concerned, and taken altogether there seems little chance of any drastic price changes until the cost of production is lowered.

A more hopeful outlook is now felt locally among the iron and steel jobbers, and a fair amount of Fall business is anticipated. More enquires are made, and each week brings with it reason for a fairly optimistic viewpoint for the remaining months of the year. Following are revised quotations:

IRON AND STEEL BARS—

| | |
|---|---|
| Common bar iron, 100 lbs. | 3 25 |
| Refined iron | 4 90 |
| Iron finished machinery steel | 3 45 |
| Mild steel | 3 40 |
| Band steel | 3 40 |
| Single reeled machinery steel | 5 25 |
| Spring steel | 6 00 |
| Sleighshoe steel | 3 40 |
| Tire steel | 3 60 |
| Toe calk steel | 4 30 |
| Harrow tooth steel | 3 55 |
| Mining tool steel, per lb. | 0 23 |
| Black Diamond tool and cast steel | 0 23 |

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50s per 100 lbs. extra.

## A REDUCTION IN PIPE CUTTERS

**Montreal.**

A reduction of approximately 10 per cent is made in the quotations of both Barnes and Saunders pipe cutters. Barnes is quoted at 35 per cent off list, Saunders at 20 per cent off.

## A BETTER TONE IN LEAD PRODUCTS

**Montreal**

With quotations on solders and other lines of lead products holding at declines in prices of two weeks ago, prices are now stated to be at a level that warrants no further lowering until labor and freight rates show a reduction. The recent declines have been in sympathy with the metals on the primary markets, which in practically all instances have been very weak with little interest shown. These are now at very low quotations and below pre-war levels on some metals chief in the manufacture of the finished products. The tone of these metals is now reported as having improved somewhat in the past week and the improvement looked for has indications of developing. If so, it will in all probablity reflect immediately on the finished market, and this is the chief reason why manufacturers anticipate a steady market, and firm enough to withstand the easier tone recently evident through a lack of demand. Following are the unchanged quotations.

LEAD PIPE—

| | |
|---|---|
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |

Note.—Lead pipe is subject to a discount of 10 per cent.

| | |
|---|---|
| Lead traps and bends | 10 per cent. off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 10½ |
| Do., 3 to 3½ lbs., sq. ft., lb. | 0 10¼ |
| Do., 4 to 8 lbs. | 0 09½ |

Cut sheets ¼c lb extra and cut sheets to size, ¾c lb. extra.

| | |
|---|---|
| Solder, guaranteed, lb. | 0 25½ |
| Do., strictly, lb. | 0 23½ |
| Do., commercial, lb. | 0 20½ |
| Do., wiping, lb. | 0 21½ |
| Do., wire, lb. | 0 35 |
| Zinc, sheets, casks | 0 11½ |
| Do., broken lots | 0 12 |

## NEW DISCOUNTS ON SOIL PIPE

**Montreal.**

Through the increasing of discounts on both soil pipe and fittings, lower prices are effective. The 2 and 3 inch pipe now sells at less 35 per cent, and 4, 5 and 6 inch less 40 per cent. The 8 inch pipe and fittings remain at net prices while from 2 to 6 inch fittings are changed to 50 per cent off list prices. Following are the new quotations;

| SOIL PIPE— | |
|---|---|
| 2 and 3 inch | 35 per cent. |
| 4 inch | 40 per cent. |
| 5 and 6 inch | 40 per cent. |
| 8 inch | Net |
| FITTINGS— | |
| 2 to 6 inch | 50 per cent. |
| 8 inch | Net |

## MALLEABLE FITTING PRICES ARE INCREASED

**Montreal.**

A revision has been made in the prices on malleable fittings in the nature of an advance. Malleable bushings and plugs are now quoted at 25 per cent off list, formerly selling at less 30 per cent. In the pound goods, prices on the three classes all show an advance and are now quoted net where formerly the 10 per cent was added. There is a steady volume of business being done in fittings, the varied kinds moving in small but numerous orders. Following are new prices and discounts;

| FITTINGS— | |
|---|---|
| Cast iron fittings | 20 per cent. |
| Bushings, cast | 30 per cent. |
| Do., malleable | 25 per cent. |
| Flanges | 27 per cent. |
| Plugs | 25 per cent. |
| Flange unions | 20 per cent. |
| Malleable unions | 40 per cent. |
| Dart unions, black | 29 per cent. |
| Do., galvanized | 8 per cent. |
| Nipples, ⅛ to 4 in close and short | 45 per cent. |
| Do., long | 55 per cent. |
| Do., 4½ to 8" close and short | 35 per cent. |
| Do., long | 45 per cent. |
| Couplings, 4" and under | 25 per cent. |
| Do., 4* inch and longer | 5 per cent. |

| POUND GOODS— | Black. | Galv. |
|---|---|---|
| Class A. | 0 58 | 0 78 |
| Class B | 0 24 | 0 34 |
| Class C | 0 16 | 0 24 |

## RANGE BOILERS A LITTLE STEADIER

**Montreal.**

It now seems altogether likely that range boilers will settle down with the $7.50 quotation on the 30 gallon standard boiler, notwithstanding $8.75 was the price accompanying other quotations on the list which are unchanged and experiencing a fairly steady market. The lower price on the 30 gallon size was first given through the result of price shading, while other manufacturers and jobbers maintained the higher price, but $7.50 is now general, seemingly having supplanted the former higher quotation. Limited sales are made, although a slight improvement is noted in the past two weeks. Following are net prices on the various sizes;

| RANGE BOILERS— | Standard. | Ex. heavy. |
|---|---|---|
| 30 gallon | 7 50 | 11 25 |
| 35 gallon | 11 25 | .... |
| 40 gallon | 13 50 | 16 00 |
| 52 gallon | 20 00 | .... |
| 66 gallon | 28 00 | .... |
| 82 gallon | 35 00 | .... |
| 100 gallon | 45 00 | .... |
| 120 gallon | 54 00 | .... |

## SKATE SCREWS 52 CTS. DOZEN PACKAGES

**Montreal.**

A new lower price is given on the oval head screws, these now selling for 52 cents per dozen packages.

## LITTLE INTEREST IN SCRAP MARKET

**Montreal.**

Although the prices on scrap metals are at a low level, they have failed to locate any increased activities. Dealers are satisfied that further reductions would not act as a stimulus, and business conditions in general will have to improve before much interest will be taken in waste materials. It is noticed that a little more hopeful tone is prevailing in the iron and steel markets, but whether this will reflect on the scrap end is held in doubt at present, although this should bring about an improvement. Nominal quotations are the following:

| WASTE MATERIALS— | |
|---|---|
| Automobile tires | 0 75 |
| Rubber shoes | 0 02½ |
| Yellow brass | 0 05 |
| Red brass | 0 08½ |
| Light brass | 0 04 |
| Scrap zinc | 0 03 to 0 03½ |
| Lead, heavy | 0 04 |
| Lead, tea | 0 02½ |
| Light copper | 0 07¾ |
| Heavy copper | 0 10½ |
| Wrought iron, R.Rd.,No.1 per gr. ton | 10 50 |
| Malleable scrap (ton) | 10 50 |
| Pipe scrap (ton) | 7 00 |
| Heavy melting steel | 7 50 to 8 00 |
| No. 2 busheling | 4 00 |
| Boiler plate | 8 00 |
| No. 1 machinery cast | 20 00 |

## GLAZIERS' POINTS LOWERED IN PRICE

**Montreal.**

A substantial reduction has been made in the price of glaziers' points. The half-pound package will now cost 8 cents, the former quotation being 12 cents a paper.

## BOILER TUBE PRICES HOLD

**Montreal.**

With quotations on the various sizes of both seamless and lapweld boiler tubes remaining at previous levels, little change can be reported in the movement. As in other lines of the heavier iron and steel products, boiler tubes have recorded slow sales during the summer months, and the demand has only been for small work and repairs. A little brighter outlook now comes to light however, with an increased number of inquiries coming to hand, but whether these will develop into sales remains to be seen. Unchanged quotations are following;

| BOILER TUBES— | Seamless. | Lapweld. |
|---|---|---|
| 1 inch | 25 00 | .... |
| 1¼ inch | 26 00 | .... |
| 1½ inch | 25 00 | .... |
| 1¾ inch | 28 25 | 27 00 |
| 2 inch | 27 80 | 23 00 |
| 2¼ inch | 31 35 | 26 00 |
| 2* inch | 39 65 | 28 00 |
| 3 inch | 46 80 | 33 00 |
| 3½ inch | 60 35 | 41 00 |
| 4 inch | 81 00 | 51 75 |

## A REDUCTION IN SARGENT TOOLS

**Montreal.**

Sargent & Co., have issued to the trade new lower prices on practically all lines of their make of carpenters' tools. The reduction varies, but is in the neighbourhood of 10 per cent.

## COPPER AND BRASS GOODS REDUCED

**Montreal.**

Quotations on both brass and copper sheets, rods and tubing are now slightly lower. In brass, sheets and rods are reduced 2 cents per lb., and tubing shows a decline of 3 cents. Copper rods, sheets and tubing are each lowered 2 cents per lb. This is said to be the result of the easier tone of the ingot metals which now show a decided improvement. Following are new prices;

| BRASS— | Base. |
|---|---|
| Sheets, base | 0 25 |
| Rods, base ½ to 1 in., round | 0 23 |
| Tubing, seamless, base | 0 32 |
| F. o. b. Montreal. | |
| COPPER— | |
| Rods, ½ to 2 in. | 0 30 |
| Soft sheets, plain, 16 oz. and heavier lb. | 0 30 |
| Plain tinned, 16 oz. and heavier, lb | 0 37 |
| Polished and tinned, 16 oz. and heavier, lb. | 0 42 |
| Tubing, lb. | 0 34 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

# TORONTO MARKETS

TORONTO, September 7—Price developments on the hardware markets this week cover a reduction of 33 per cent in quotations on glaziers' points; a 20 per cent decline in prices on carpenters wrecking bars; lower prices on clay picks, mattocks, and crowbars; with revised discounts being given on Nicholson files which bring these costs to a lower level. A new revised list has also been issued on machine screws ,this covering both steel and brass in round, flat and fillister head.

The recent price increase on the raw cotton markets has resulted in a firm undertone on all cotton cordage generally. Cotton waste, both colored and white, are also affected, but no price changes on these products have yet been announced.

Quotations on copper and brass goods are under revision, and a fairly substantial reduction in price is expected.The actual extent of the decline was not available, but it is noted that on other markets, prices have been reduced some two cents per lb.

Seasonable fall lines are moving in fairly satisfactory volume, and a more optimistic feeling now permeates the trade generally. Inquiries are more numerous in many lines: and while purchases continue to be of the small variety ,orders are now more frequently than formerly.

## HOPE FOR IMPROVEMENT IN STEEL MARKETS

**Toronto.**

The average sentiment in steel trade circles is more cheerful than it was a few weeks ago. There has now developed a general tendency toward the belief that the worst phase of the depression has been passed, and that the situation now contains hopes for future improvement. The fact that prices are now down to levels where further declines will leave practically no profit for producers, has partly accounted for the feeling that stabilization is being brought nearer week by week. More inquiries recently to hand for both quantities and specifications induce a more active appearance to the market, although it is pointed out in some quarters that this also gives a false impression since only a small proportion develops into actual business. While some more rumors exist of further price cutting among mills in the producing centres, it is noted that the range of such price lowerings are in an infinitely smaller margin than previous recessions of this nature. The movement towards reduced freight rates is now under way, and the hope of future declines, or price settlement on both the primary and local markets is said to rest in this direction, as any such change will likely have a more or less direct effect in gradually lowering production costs.

Local prices remain at the following levels:

IRON & STEEL—

| | | |
|---|---|---|
| Mild Steel bars, base | 3 25 | 3 50 |
| Mild steel bands, 3-16 in. base | 3 75 | 4 00 |
| Bar iron, base | 3 25 | 3 50 |
| Angle iron, base | 3 35 | 3 60 |
| Horseshoe iron | .... | 4 10 |
| Tire steel | 4 70 | 5 95 |
| Spring steel | 9 50 | .11 50 |
| Crucible cast sheet steel | 30 00 | .35 00 |
| Mining drill steel | 20 00 | 23 00 |
| Cast tool steel, medium | .... | 18 50 |
| Cast tool steel, high grade | 30 00 | 56 00 |
| Sleigh shoe steel | 4 10 | 4 50 |
| Norway iron | .... | 15 00 |
| Toe caulk iron | 5 40 | 6 40 |
| Hoop steel | 4 50 | 4 75 |

## FAIRLY STEADY TRADE IN COMPRESION GOODS

**Toronto.**

There is little of marked development to record in valves and cocks, the degree of trade in compression work generally being of fairly steady volume. Recent price recessions are being well maintained, and the new quotations are said to offer opportune reductions for fall building activities. Following are unchanged discounts:

VALVES—

| | |
|---|---|
| Compression work, standard | 37% |
| Fuller work, standard | 30% |
| Bath cocks, Compression | 29% |
| do., Fuller | 25% |
| Flatway stap and waste cocks, standard | 40% |
| Roundaway stop and waste cocks, standard | 40% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 20% |
| J. M. T. | 20% |
| J. M. T. C. | 25% |
| J. M. T. Gate Valves | 25% |
| Gate or straightway | 16-10% |
| Jenkins Globe | 10-10% |
| Radiator valves, standard | 58% |
| do., removable disc | 58% |
| Emco. J. D. Valves | 20% |
| Emco. Check Valves | 20% |
| Webber Gate Valves | 20% |
| BASIN COCKS— | |
| No. 1 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 37% |

## FALL BUILDING STIMULATES SOIL PIPE ACTIVITY

**Toronto.**

Seasonable activity in soil pipe and fittings is now reported by local manufacturers and distributors. The improved volume of fall building, especially homes and many similar structures, has reached the stage where soil pipe is required, and these conditions have contributed to the current movement in these products, which is now said to be more satisfactory. No revision in either discounts or quotations have been announced up to the present, and following are the prevailing prices:

SOIL PIPE—

| | |
|---|---|
| 2 and 3 inch. | 25% |
| 4 inch. | 30% |
| 5 and 6 inch. | 30% |
| 8 inch. | net |

FITTINGS—

| | |
|---|---|
| 2 to 6 inch fittings | 40-10% |
| 8 inch fittings | net |

## TIMELY PRICE RECESSIONS ON TROUGH AND PIPE

**Toronto.**

The recent price revision on eavestrough, both ridge roll and valley, has opened a still easier market on these products, and the new lower quotations are expected to stimulate the volume of fall trade. The additional 10 per cent discount on conductor pipe is also a timely reduction for seasonable building and the current movement of both trough and pipe is said to be fairly satisfactory. No further price revisions have been announced, and the following are the present quotations:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:

| | Per 100 ft. |
|---|---|
| 8 in. | 15 90 |
| 10 in. | 17 70 |
| 12 in. | 21 20 |
| 15 in. | 28 80 |
| 18 in. | 36 50 |

Less 60—10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

| | Per 100 ft. in 10 ft. lengths. |
|---|---|
| 2 in., in 10 ft. lengths, list | 18 40 |
| 3 in. in 10 ft. lengths, list | 22 30 |
| 4 in. in 10 ft. lengths, list | 29 60 |
| 5 in. in 10 ft. lengths, list | 40 00 |
| 6 in. in 10 ft. lengths, list | 49 00 |

Less 60—10 per cent.

ELBOWS (Conductor)

| | |
|---|---|
| 2 inch, list | 5 25 |
| 3 inch, list | 6 00 |
| 4 inch, list | 10 50 |
| 5 inch, list | 21 00 |
| 6 inch, list | 29 00 |

Less 55 per cent.

## PRICE SHADING ON RANGE BOILERS TO INDUCE QUANTITY BUYING

**Toronto.**

Another session of price cutting on range boilers is now rumored to have developed on local markets. While the average quotation on the 30-gallon size was reduced to $8.50 a few weeks ago, the price of $8.25 soon developed for those buying in quantites of half-dozen lots. This figure has now been shaded to $8.00, according to local reports, but whether the quotation has really been made in order to secure business, or whether it is nominal for quantity buying only, is not apparent. However, the 30-gallon boiler is practically the only size moving at this time, and it is generally assumed that the present list is now likely to hold. Following are prevailing prices:

| | Standard | Ex.Heavy |
|---|---|---|
| 30 gallon | 8 50 | 11 50 |
| 35 gallon | 9 50 | 13 80 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 08 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 144 gallon | 78 00 | 93 00 |

## MORE INTEREST IN BOILER TUBE MARKET

**Toronto.**

The receipt of numerous inquiries for tubes is taken as an indication that seasonable activity is reviving in these markets. There is not a deal of extensive trading yet recorded, and what orders have been placed are said to be still of the small variety; but whether a larger proportion of business will result from the renewed local interest remains to be seen. It is expected, however, that trading in boiler tubes will now take on a more brisk attitude. Prevailing quotations follow:

BOILER TUBES—

| | Seamless. | Lapweld. |
|---|---|---|
| 1 inch | 26 00 | ..... |
| 1¼ inch | 27 25 | ..... |
| 1½ inch | 26 25 | ..... |
| 1¾ inch | 29 75 | 25 00 |
| 2 inch | 28 00 | 22 00 |
| 2¼ inch | 32 00 | 25 00 |
| 2½ inch | 40 00 | 27 00 |
| 3 inch | 44 00 | 35 00 |
| 3½ inch | 60 00 | 4 00 |
| 4 inch | 75 00 | 50 25 |

## SCRAP MARKETS STILL IN APATHETIC STATE

**Toronto.**

Dealers report that there is practically no business at all in either iron or steel scrap, and the same condition governs the non-ferrous metals. A considerable surplus of heavy melting steel has recently been added to present heavy stocks by the railroads.

There are no large sales reported in scrap metals, and copper wire can still be purchased at around 10c in fairly large quantities. Some small purchases of red brass have been made at about 8¾c but dealers will not purchase in large amounts and consumers are still pursuing hand to mouth tactics. While metals are steady but dull.

The following averages of dealers' buying prices for large quantities, f.o.b. Toronto, are more or less nominal:

WASTE MATERIALS—

| | | |
|---|---|---|
| No. 2 busheling | ..... | 11 00 |
| Heavy melting steel, gross ton | 9 50 | 10 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 10 25 | 11 25 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 11 00 | 12 00 |
| No. 1 machinery cast, net ton | 15 00 | 16 00 |
| Heavy lead | 3 75 | 4 00 |
| Tea lead | 2 00 | 2.50 |
| Red brass | .... | 9 00 |
| Yellow brass | 5 25 | 6 25 |
| Light brass | 3 00 | 3 50 |
| Heavy copper | 9 25 | 10 00 |
| Scrap zinc | 3 00 | 3 50 |
| Old rubbers, boots and shoes | 2 00 | 2 50 |
| Lumberman's rubber boots | 1 25 | 1 75 |
| Auto tires | 0 50 | 1 00 |
| Solid tires | 0 75 | 1 25 |

## REDUCTION IN PRICES ON COPPER AND BRASS

**Toronto.**

A fairly substantial reduction in the current prices on copper and brass goods is reported under contemplation, by local dealers. The exact extent of the decline, or just what the new prices will be was not available at the time of going to press. It is noted however, that other markets have recently shown a decrease of around 2 cents per lb., on sheets, rods and tubing.

## BUSHINGS NOW QUOTED SLIGHTLY HIGHER

**Toronto.**

Pipe fittings this week feature with a price increase and also a revision to a lower basis. The higher quotation is noted on bushings where the discount is changed from 30 to 25 per cent. Unions supply the other change, and are now all quoted at the same discount figure of 40 per cent off, whereas the previous quotation on the 2½ to 4 inch sizes was 35 per cent.

Business in pipe fittings is now reported to be on a more even trend, with a steady proportion of sales during the current season. Following are the prevailing quotations:

PIPE FITTINGS—

| | |
|---|---|
| Cast iron fittings | 20 per cent. |
| Plugs, cast iron | 27½ per cent. |
| Do., solid | 10 per cent. |
| Do., countersunk | net |
| Bushings | 25 per cent. |
| Unions ¼ in. to 2 in. | 40 per cent. |
| Unions, ⅛ in., 2½ to 4 in. | 40 per cent. |
| Flanged Unions | 20 per cent. |
| Dart unions, blk., ¼ to 2 in. | 29 per cent. |
| Do., ⅛ in., 2½ to 4 in. | 14 per cent. |
| Do., galvd., add to black | 30 per cent. |
| Nipples, blk., and galvd., ⅛ to 4 in. close and short | 45 per cent. |
| Do., 4½ in. and larger | 35 per cent. |
| Do., long, ⅛ in. to 4 in. | 65 per cent. |
| Do., 4* in. and larger | 45 per cent. |
| Do., running thread | 25 per cent. |
| Couplings, 4 in. and under | 25 per cent. |

MALLEABLE FITTINGS—

| | Black | Galvanized |
|---|---|---|
| Class A | 0 58 | 0 72 |
| Class B | 0 24 | 0 34 |
| Class C | 0 1 | 0 24 |

## INGOT METAL MARKETS NOW LITTLE FIRMER

**Toronto.**

Both copper and tin ingots have regained a slightly firmer tone on the primary markets. The local price on copper is maintained at 17 cents, and while tin prices are also unchanged, yet the trend is apparently towards a recovery. The local average hovers between 35 and 35½ cents.

Lead continues to be one of the most active metals on the market. Consumption at the present time, is estimated to be around 80 per cent of normal, which is considerably higher than the state of any other metals at present. The local price remains at $6.75.

Prices on spelter in the primary markets were again easier, but local quotations have remained unchanged at $7.00.

Very little activity is apparent in both antimony and aluminum, the prices being unchanged, and the markets still quiet. Local quotations remain at 8 to 10 cents on antimony, and vary from 28 to 29 cents on aluminum.

## RADIATOR BUSINESS IS GOOD

**Toronto.**

'Business is good' is the current report received from dealers in radiators and boilers. Construction activity has now reached that stage where the various buildings are practically ready for the installation of radiators, and coupled with this situation is the steady increase in the volume of homes and other structures being erected during the fall period. No change in price is evident, the revised discounts of a few weeks ago still being maintained.

## QUOTATIONS ON CLAY PICKS NOW REDUCED

**Toronto.**

Quotations on clay picks are now reduced, the extent of the decline being 50 cents per dozen. The revised prices will be found on the current market pages.

## PRICES ON CROW BARS AGAIN LOWERED

**Toronto.**

Prices on crow bars have again been lowered to the extent of 50 cents per 100 lbs. The revised quotation is included in the current market pages.

## CARPENTERS WRECKING BARS LOWER IN PRICE

**Toronto.**

Carpenters wrecking bars have been lowered in price acording to curent announcements from local jobbnig circles. The new quotations show an approximate reduction of 20 per cent. Following are the revisions:

| | |
|---|---|
| 24 inch | $5.00 per dozen |
| 30 inch | 5.75 per dozen |
| 36 inch | 7.00 per dozen |

## COST OF GLAZIERS POINTS IS ONE-THIRD LOWER

**Toronto**

Reductions in the price of Glaziers points of 33-1-3 per cent are now announced. This brings the current quotation down to 8 cents per ½-lb. package. The former price was 12 cents.

## REVISED DISCOUNT ON NICHOLSON FILES

**Toronto**

Through a revision in the discount quotation, Nicholson files are now reduced in price. The new discount on the American made is 40 per cent.

## MATTOCK PRICES DECLINE

**Toronto**

A reduction of 50 cents per dozen is now shown in the current prices on mattocks. The decline is simultaneous with the lower price announced on clay picks. These new revisions are included in the current market pages.

## NEW REVISED LIST FOR MACHINE SCREWS

**Toronto**

A new revised list has now been issued covering machine screws. This applies to steel and brass in flat, round and fillister head.

There is little appreciable difference over the previous list of September, 1919, with the exception of sizes quoted. Where the gauges of 14, 16, 18, 20 and 24 were formerly shown, the sizes of ¼ inch, 5-16 and ⅜ inches are now given. This change has been determined upon by the manufacturers and distributors, owing to the prevalence of ordering machine screws of those dimensions according to inches, rather than according to gauge. While the order by gauges was formerly technically correct, yet the general practice has been to specify by inches.

When reduced to decimals of an inch, it is seen that very little difference exists between the 14 and 24 gauges, when compared with the ¼ and ⅜ inch sizes respectively. But on the other hand, the 16, 18 and 20 gauges do not correspond with the 5-16 inch. Therefore, when this latter size was previously ordered, some doubt generally existed as to what particular gauge should be supplied, but now that the size has been standardized on the new list, it is pointed out that this difficulty will have been eradicated. Following are the new lists:

### IRON MACHINE SCREWS.

Round Head. Flat Head, Fillister Head.

**Revised List Sept. 1, 1921. Price—Cents per gross**

| Threads * | 32 | 24 | 24 | 20 | 18 | 16 |
|---|---|---|---|---|---|---|
| Per inch | 36 | 32 | 28 | 28 | 24 | 24 |
| No. | 8 | 10 | 12 | ¼ | 5-16 | ⅜ |
| 3-16 | .40 | .... | .... | .... | .... | .... |
| ¼ | .40 | .60 | .... | .... | .... | .... |
| 5-16 | .44 | .65 | .75 | 1.15 | .... | .... |
| ⅜ | .44 | .65 | .75 | 1.15 | .... | .... |
| 7-16 | .48 | .70 | .80 | 1.20 | .... | .... |
| ½ | .48 | .70 | .80 | 1.20 | 2.00 | 2.40 |
| ⅝ | .52 | .75 | .85 | 1.25 | 2.10 | 2.50 |
| ¾ | .56 | .80 | .90 | 1.30 | 2.20 | 2.60 |
| ⅞ | .60 | .85 | .95 | 1.40 | 2.30 | 2.70 |
| 1 | .65 | .90 | 1.00 | 1.50 | 2.40 | 2.80 |
| 1⅛ | .70 | 1.00 | 1.10 | 1.60 | 2.60 | 3.00 |
| 1¼ | .75 | 1.10 | 1.20 | 1.75 | 2.80 | 3.20 |
| 1½ | .85 | 1.30 | 1.40 | 2.10 | 3.20 | 3.60 |
| 1¾ | 1.05 | 1.50 | 1.60 | 2.50 | 3.60 | 4.20 |
| 2 | 1.25 | 1.70 | 1.80 | 2.90 | 4.00 | 4.60 |
| 2¼ | 1.45 | 1.90 | 2.20 | 3.30 | 4.40 | 4.80 |
| 2½ | 1.65 | 2.20 | 2.50 | 3.50 | 4.90 | 5.30 |
| 2¾ | 1.90 | 2.50 | 2.90 | 4.00 | 5.40 | 5.90 |
| 3 | 2.30 | 2.90 | 3.50 | 4.50 | 6.00 | 7.40 |

### BRASS MACHINE SCREWS

| Threads * | 32 | 24 | 24 | 20 | 18 | 16 |
|---|---|---|---|---|---|---|
| Per inch | 36 | 32 | 28 | 28 | 24 | 24 |
| No. | 8 | 10 | 12 | ¼ | 5-16 | ⅜ |
| 3-16 | .70 | .... | .... | .... | .... | .... |
| ¼ | .70 | 1.00 | .... | .... | .... | .... |
| 5-16 | .75 | 1.05 | 1.35 | 2.80 | .... | .... |
| ⅜ | .80 | 1.10 | 1.45 | 2.90 | .... | .... |
| 7-16 | .85 | 1.15 | 1.55 | 3.05 | .... | .. |
| ½ | .90 | 1.25 | 1.65 | 3.20 | 5.00 | 5.75 |
| ⅝ | 1.00 | 1.45 | 1.85 | 3.50 | 5.50 | 6.50 |
| ¾ | 1.10 | 1.65 | 2.05 | 3.80 | 6.00 | 6.70 |
| ⅞ | 1.20 | 1.85 | 2.25 | 4.10 | 6.50 | 7.40 |
| 1 | 1.30 | 2.05 | 2.45 | 4.40 | 7.00 | 8.50 |
| 1⅛ | 1.45 | 2.20 | 2.65 | 4.65 | 7.50 | 9.00 |
| 1¼ | 1.60 | 2.35 | 2.85 | 4.90 | 8.00 | 9.90 |
| 1½ | 1.90 | 2.65 | 3.25 | 5.50 | 9.00 | 12.00 |
| 1¾ | 2.30 | 3.05 | 3.75 | 6.20 | 10.00 | 12.70 |
| 2 | 2.70 | 3.45 | 4.25 | 7.00 | 11.00 | 13.50 |
| 2¼ | 3.10 | 3.85 | 4.75 | 8.00 | 12.00 | 14.90 |
| 2½ | .... | 4.65 | 5.80 | 9.00 | 13.50 | 15.50 |
| 2½ | ... | 4.65 | 5.80 | 9.00 | 13.50 | 15.50 |
| 2¾ | .... | 6.00 | 7.00 | 10.00 | 15.00 | 17.00 |
| 3 | .... | 7.50 | 8.50 | 11.00 | 16.50 | 19.00 |

*NOTE—Figures shown in heavy face type are coarse thread pitches and are usually carried in stock.

Figures shown in light face type are fine thread pitches.

Other pitches are special and can be made up.

## REDUCED SHEET QUOTATIONS BRING MORE INQUIRIES

**Toronto.**

Although there has been scarcely any noticeable improvement in the sheet and plate markets, the current review of the situation gives an encouraging, but far from satisfactory outlook.

# LONDON MARKETS

LONDON, September 7.—A more satisfactory volume of business in the hardware trade is reported during the week, with seasonable fall lines moving freely. These include such items as auto coaster wagons; builders' hardware, mainly locks, door knobs and hinges; sash weights, and sash cord; combination storm and screen doors; cattle, and tie out chains; rifles, and shot guns; ammunition; buck saws; nails; window glass, and putty; lanterns, and alarm clocks.

The price revisions are fewer in number this week, with a five cent reduction in the price on linseed oil being among the most noticeable changes. Collections continue good throughout this district.

### NEW LOWER PRICE ON LINSEED OIL

**London, Ont.**—Prices on linseed oil were reduced 5 cents per gallon this week, the revision bringing the current quotation down to 92 cents for raw, and 95 cents per gallon for boiled in one and two barrel lots. There is a good sale at present recorded. Following are the new prices:

| LINSEED OIL— | Raw. | Boiled. |
|---|---|---|
| 1 to 2 bbls., imp. gal. ... ... | 0 92 | 0 95 |
| 3 to 5 bbls. ... ... ... ... ..... | 0 91 | 0 94 |
| 6 to 9 bbls. ... ... ... ... .... | 0 89 | 0 92 |

Less barrels, add 15 cents gal.

### IMPROVEMENT NOTED IN WINDOW GLASS SALES

**London, Ont.**

There has been a recent slight improvement noted in window glass sales, and the commencement of the fall activity is at hand. No price revisions have been announced, and considering the prevailing condition of markets, changes are not generally expected at this time. Following are current quotations:

Single Diamond, 50 per cent. off list.
Double Diamond, 50 per cent. off list.
Cut Lights, 70 per cent. off list.

### SEASONABLE SALES FOR NAILS

**London, Ont.**

There is a good seasonable sale reported at present for both wire and cut nails. There have been no further revisions of prices, and the prevailing quotations remain as follows:

Wire, $4.30 base; Cut, $4.95 base.

### ALARM CLOCKS IN DEMAND

**London, Ont.**

The shorter days are having an effect in stimulating the sale of alarm clocks Prices remain unchanged at the following levels:

ALARM CLOCKS—Big Ben, $3.75 each; Baby Ben, $3.75; Good Morning, $1.90; Lookout, $2.05; Sleepmetre, $2.25.

### LANTERN GLOBES NOW SELLING

**London, Ont.**

Lanterns and lantern globes are commencing to register a fair movement. Prices remain firm as follows:

TIN LANTERNS—Short or long patterns, $12.00 dozen.

LANTERN GLOBES—1 doz. to case, $1.75 per doz.; 3 doz. to case, $1.60; 6 doz. to case, $1.40.

### AMMUNITION SALES INCREASING

**London, Ont.**

An increasing demand is now being felt by local merchants for fall shells and ammunition. Quotations remain unchanged.

### DEMAND FOR AUTO COASTERS

**London, Ont.**

There is a better fall demand for coaster wagons. The auto wheel coaster is especially popular. There has been no change in price, the quotation remaining at list less 35 and 10 per cent.

### COMBINATION STORM AND SCREEN DOORS POPULAR

**London, Ont.**

The combination style of screen and storm doors are now proving popular, not only with new buildings, but with homes where new doors of this description are now required. Prices remain unchanged, the quotation on the Sanderson-Harold make No. 80, being $80.00 per dozen.

### CATTLE AND TIE OUT CHAINS NOW IN DEMAND

**London, Ont.**

Local dealers report that cattle and tie out chains are now in demand. Tie out chains are selling at list less 33-1-3 per cent, while the price on the cattle chains, open or closed ring, is plus 40 per cent. Following are the prevailing quotations:

CATTLE CHAINS—Open or Closed Ring, No. 1, $2.40 doz., list; 1|0 $2.90; 2-0, $3.20; 3-0, $3.50; 4-0, $4.40; 5-0, $5.60; 6-0, $7; 8-0, $8.30. Plus, 40 per cent.

TIE OUT CHAINS—1-0 x 20 ft., $16.50 doz., list; 30 ft., $23; 40 ft., $30; 50 ft., $37. 2-0 x 20 ft., $17; 30 ft., $26; 40 ft., $33; 50 ft., $41.50.

Less 33 1-3 per cent.

### SEASONABLE SALE FOR RIFLES AND SHOT GUNS

**London, Ont.**

There is a fairly good seasonable sale now evident for rifles and shot guns. The advent of the shooting season has paved the way for the annual opportunities for sales in these lines. Prices are being well maintained, the single barreled shot guns selling as follows:

Plain, $11.50 each.
Ejector, $12.00 each.

### SEASON FOR BUCK SAWS

**London, Ont.**

Among many other seasonable lines now in demand is noted the current sale of buck saws. Preparations for the winter and other similar activities have been reflected in more activity for these products. Prices remain firm as follows:

Happy Medium $15.50 D.
Prince Rupert, $20.50 D.
Arrow Head, $20.50 D.

### HIGHER PRICES ON THIS GILLETTE RAZOR

**London, Ont.**

The new Bostonian style of Gillette razor has been advanced in price. The higher quotations are as follows:

Silver, at $4.12 each now retails for $5.50 instead of $5.00 as formerly; while the Gold at $4.50 each now retail for $6.00, which is a similar increase of 50 cents.

# WINNIPEG MARKETS

WINNIPEG, Sept. 7.—The downward trend of prices on hardware commodities is still evident in reviewing the current weekly market reports. The changes vary in number, and differ in their relative importance, but the scale of revision continues with more or less intensity.

Featuring the lower quotations this week are new figures on copper wire, step ladders, boat spikes, extension ladders and galvanized wire strand. The revised quotation on cut light window glass also attracts attention, with 15 per cent. being added to the prevailing discount.

Business in many seasonable hardware lines has improved considerably during the past week, and the slightly more optimistic tone which has been noted throughout recent trade circles, received a measure of justification in the better movement of fall and certain winter goods. A fair volume of fall business is now generally anticipated.

### LINSEED OIL PRICES HOLD

**Winnipeg.**

Quotations on linseed oil show no change this week. The demand seems to be falling off a little. Indications are that present prices will be maintained, as long as the flax markets remain steady. Following are the current prices.

Raw $1.20 per gallon, Boiled $1.23 per gallon in barrel lots.

### STEP LADDERS COST LESS

**Winnipeg.**

Lower prices are quoted this week on common step ladders, and following are the revised quotations:

STEP LADDERS—3 ft, $1.05; 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft, $4.05.

### EXTENSION LADDERS ARE REDUCED IN PRICE

**Winnipeg.**

A reduction in prices is recorded this

(Continued from Page 52)

# Twelve Turnovers of Paint a Year

## Under Expert Management, Paint Turnover is Increased 300 Per Cent. in Hardware Store—Every Hardware Buyer a Prospect for Paint—Establishing a Better Buying Policy—Discussing Paint Problems at Weekly Conference—Paint Salesmen Give Customers Personal Business Card for Reference

MANY a hardware merchant has no doubt asked himself at some time or another the question "What should be the relation between the paint stock and the general hardware stock in my store?" or "What proportion of selling effort should be devoted to paints as compared with general hardware?" or still another, "What opportunities are there for making the most of selling effort as applied jointly to both paint and general hardware stocks?"

This opens up a broad question and brings to the mind of the writer an experience of a certain store which started up on a more or less "shoestring" basis and which now is an important factor in local merchandising. One of the significant things about this store is that its paint department which commenced in a small way in the early days with a four-times-a-year turnover is now doing a twelve-times-a-year turnover. The early development of this store is chiefly a story of lines being added as they were called for by customers, but after a time, when development on this basis seemed to be nearly completed, it was decided to apply some real selling methods, and it is significant of the value of applied effort on the part of the merchant that turnover was increased 300 per cent in this store over what it would have been had no effort been made other than that of complying with the customers' requests.

Simultaneously with the decision to make some special selling effort a new manager was appointed in the hardware department. Fortunately he was a young man of deep insight into the necessary details of turnover and the realization of profit on money invested.

About the first conclusion the new manager came to was that something was wrong with the paints. A turnover of four times a year wasn't enough. "But we're satisfied." he was told. "This is not a paint department, it's a hardware department."

"But my idea of a hardware business is one that makes a definite effort to secure paint business," said he. "Let me show you how closely connected are the hardware and the paint departments," and he laid ideas before them that couldn't be disputed.

"Some hardware stores do not have even one sales person who really understands the hardware business. In nine cases out of ten they shove a can of paint at a customer with the glib formula, 'This is Blanks' paint, and the best made,' which means little or nothing to the customer.

"If the average hardware salesman would give the paints the study and attention that they give the sporting goods, he would find the sales much larger and more profitable than by concentrating on the sporting goods alone. The paint line is very interesting, once you know it, and is deserving of as much study as the item of fishing rods."

The management sat up and began to take notice. What this quiet young fellow told them sounded like real horse sense. Their silence encouraged him to go on.

Very off handedly, the new manager walked over to a keg of nails, and stood gazing in a somewhat absent minded way into its spiked contents.

"There's the clue to it all," he said.

They looked at him with pity. The poor simp!

But he continued: "For every sale of nails there should be a good paint prospect." (The management quickly made a mental readjustment of opinion; there might be something to this after all.) "Why wait for a paint customer to come in and ask for the paint? Why not watch the nail bins instead. A customer for nails is almost a sure prospect for builder's hardware and paint. Every person who buys nails should have these two things talked to him. Every wooden surface marred by nails is ready for from one to three coats of paint. Why not get this extra business?"

That settled it! The ideas sounded good. He was given free run of the department.

### Changes Buying Methods

One of his first steps was to see how the paints were being bought. He found that in order to get special discounts the stocks were coming from a great distance, not only entailing a heavy transportation expense, but also causing overstock in some colors and shortage in others, until "the next shipment arrived." His first step was to place current orders with local manufacturers and have the advantage of keeping a complete stock at all times, in every possible shade of color that people might ask for. Paints began to move a little faster, but this was not enough.

It was his conviction that no man should be permitted to sell a can of paint who was not familiar with its qualities and uses. This store holds weekly departmental meetings, where suggestions, grievances, and possible kinks of any and all kinds are taken up and acted upon. The new hardware manager took up the discussion of paints, and how paints are made at his weekly meetings. He went further than that and furnished his men with good trade journals relative to the paint business, and made it a requirement that every man read them. He also made it a requirement that every man read and memorized every bit of literature that accompanied the different brands of paint handled. Salespeople were instructed to make a daily check and recheck and see that a full assortment of colors was on hand at all times. Stocks of slow selling colors were consequently kept low.

### Convincing Demonstration

In talking paints, the salesman opens sample cans of paint to demonstrate their quality, and makes every possible test to convince. He tells the customer the surface a certain amount of paint will cover, and the principal ingredients in each different grade. He suggests the proper color for the particular job in question, and how to use it. He explains the machine process of grinding ready mixed paints, and emphasizes the superiority of this method over the old hand mixed lead and oil. Each paint salesman has his personal business card, and in closing a sale he tells the customer to phone him upon any question of doubt so that his prompt attention may be given it. The interesting fact about this is that nearly every one of these now expert paint salesmen came into the store with no knowledge whatever of the paint business, but through the scientific training of their manager they have acquired technical knowledge that is invaluable.

The manager tells how over $300 worth of business resulted to the paint department from a single nail customer.

"A short time ago a man came into our store, 'just to look around,' as he termed it. He bought a few pounds of nails, of various sizes, and one of our paint salesmen started a friendly conversation with him, leading over to the paint department, and letting the subject drift to paints. Before the man left he had purchased over $50 worth of paints, and upon his return home, which is a hundred miles from the city we received mail orders from seven of his neighbors, the smallest order being $20 worth of paint. This man came from a town of 10,000 population. There are

(Continued on Page 48)

# Encouraging Fall Paint Trade Prospects

## Material Price Reductions in Last Nine Months Have Helped Trade — Getting the Business Which Had Been Postponed

"THE outlook for Fall business in Paints and Varnishes I consider to be excellent. There is no reason why it should not be. During the past nine months material reductions have taken place in manufacturers' selling prices, and paint is now quoted very much below war time figures and within the reach of all." said George Henderson, President, Brandram-Henderson Ltd Montreal, to Hardware and Metal.

"Many people have postponed painting their property for some years past, and the 'Save the Surface' Campaign work has by now made them aware of the damage that results from delay. We will say nothing of the shabby appearance of such property just now.

"The Spring trade, though later than usual in starting, was distinctly active, and only recently has it shown decline, due undoubtedly to the tremendous heat which renders the application of paints both inside and out very difficult.

"I feel sure that the 'Save the Surface' Campaign has awakened the minds of thousands to the value of our products as protective agents against decay, and that our citizens generally realize they cannot afford to refrain from painting if they would save their property from the destruction that is bound to occur during the long Winter, unless proper precautions are taken.

"If the retailer will link up as closely as possible with the 'Save the Surface' Campaign, taking advantage of the suggestions offered by the Committee in this regard, he will find that it will take very little effort on his part to materially increase his sales of paints and varnish as many potential customers need but this activity to induce them to place their orders. If dealers generally put forth this seasonable effort, great Fall business will be the result."

### QUEBEC TURNOVERS OF PAINT

(Continued from Page 47)

three hardware stores in that town, all handling paint, and if they had been on the job, they certainly would have received the paint business instead of ourselves.

Let this serve as a moral to hardware men, "Never sell nails without suggesting paint!"

### RETAILERS KNOW VALUE OF ADVERTISING

(Continued from Page 37)

The weekly paper is the logical medium, for it is taken into the home by at least 85 per cent of the people. It is read by all members of the family. It is the one journal from which the people buy, through the advertisements.

For this reason every merchant should devote more time to the preparation of his announcements. Many retailers pay little or no attention to the arrangement or composition of their advertisements. They scribble them off at the last minute on a piece of wrapping paper, sending them to the publisher without any particular message, resulting in an advertisement which represents the skill of the printer in mind reading. He may or may not interpret aright the features the retailer desires to be stressed. It is like throwing a lot of miscellaneous merchandise into the shop window, and leaving its arrangement to chance.

The main thing is that advertising, properly thought out, and persistently inserted in the paper, will bring results. Do not overlook the value of illustrating your message with cuts. Spasmodic advertising will not accomplish results, for its effect is lost just at the time when it is beginning to be felt. Watching a garden once in the season will never make a bountiful crop.

#### As Important as Delivery

The retailer's advertising is as important as his delivery wagon. Does it not feed the wagon. The combined pulling power of the retailer's advertisements of any given community is the best antidote to that bane of rural interests—the city mail order house. The country newspaper is, therefore, the greatest bulwark against mail order onslaught.

Take any section of this province, and it will be found that, where every retailer in it is alive to the menace, and appreciative of the preventive—as shown by the advertising columns of the weekly press — the percentage of business going outside is less than in the community where lack of advertising patronage is evident.

Retailers, like other classes in business, must hang together or hang separately. Yet in every community there are men who take advantage of the benefit their town derives from its progressive retailers and give nothing. They do not believe in newspaper advertising, neither do they join the local retail merchants association.

#### A Strange Reason for Advertising

One of the strongest reasons I ever heard as an argument against newspaper advertising was that of the retailer who said that he would not advertise as he would have to put on more help to handle the business, and he couldn't afford to pay the help. This is unbelievable, but true. Your association, like others, has a wide field for the education of some retailers in elementary business principles.

Your combined advertising, as shown in the weekly press is the barometer of the progress and prosperity of your community. It not merely protects you from losing business, but it develops and creates the maximum of business. Advertising is the vital spark of business. It has brought cheaper and better goods to the public and made many retailers rich.

The country newspaper has changed greatly in the past eight years. The introduction of modern machinery, the knowledge of costs, the adoption of business methods, is becoming the rule —not the exception—in the weekly office.

The public is a little shaken in its old idea that anything will do to "fill up" its columns—news or advertising. The weekly press is giving better service to its patrons, subscribers and advertisers.

You are chiefly concerned with its function of bringing together buyer and seller. Let me say that the bane of every weekly publisher is the retailer who brings in his change of advertisement an hour or so before the paper goes to press.

#### Change Advertisement each Issue

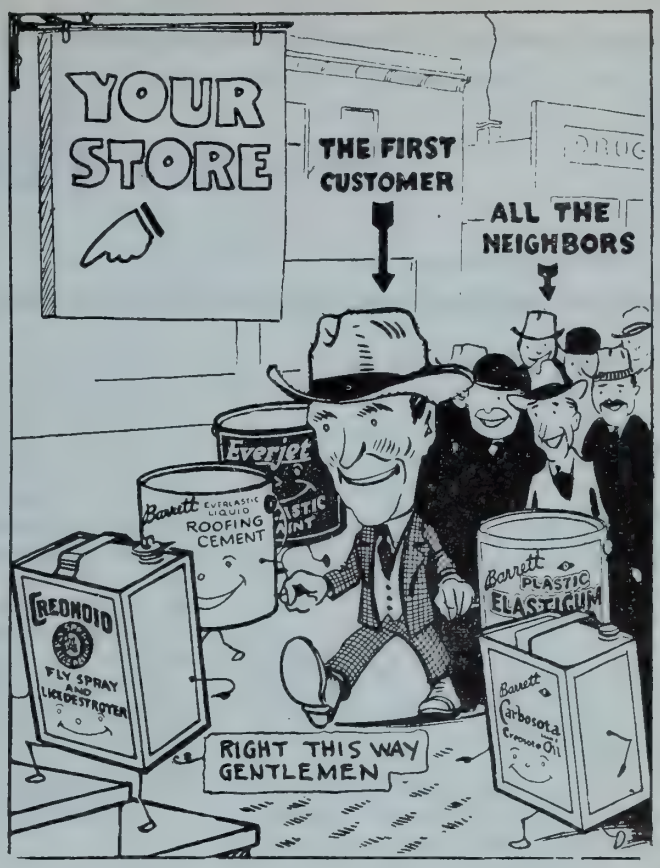
Every retailer should change his message each week. It means more work for the newspaper, but the paper is out to render the maximum of service and the publisher knows that the best possible results for the investment of the retailer's money means more business for both.

A word about printing. This was the last commodity to go up in price. It will be the last to go down. Labor costs have recently increased, machinery prices have not lowered, while paper, which was a small percentage of the total cost, is dropping but slowly—and appears to depreciate in quality with the drop.

Every country newspaper has a job printing business in connection with it. The retailer, intent on keeping business in the community, prices being equal, will give the printer-publisher a fair chance. He is among you to stay. Don't buy loose leaf ledgers from city travellers and pay through the nose for the re-fills, as some do. Don't be misled by the first order "cheap price," which attempts to show your fellow resident is the grossest profiteer.

#### Indispensable to One Another

The retailer and country newspaper, insofar as its advertising columns are concerned, are indispensable to one another. They are allied links in the vast complexity of the machine we call business. How important a machine this is we may gather from the fact that business—trade—in its sheer materialistic sense—is at the bottom of that frightfulness we know as modern war.




# You make the first sale — then the Barrett Specialties bring in the customers and sell themselves

Big nation-wide advertising and a reputation for dependable products have made the name "Barrett" a tremendous selling force. It's like a magnet drawing trade into your store. And when a customer buys the famous Barrett Specialties, he'll find them so far ahead of competitive brands that he'll be sure to tell his friends about them—and come back for more himself.

Our records show that the popularity of these high-grade Barrett Specialties is increasing by leaps and bounds. Lay in a sufficient supply of them—and **your** sales will soon show profits piling up at a rate that will do your heart good.

There is Creonoid, the ever popular fly-oil, lice-destroyer and cow-spray, which makes the farmer's profits greater by ridding livestock and poultry of troublesome flies and lice.

There is Everjet Elastic Carbon Paint—a glossy-black, durable paint, which prevents rust on all outdoor metal work, and prevents corrosion in metal exposed to the action of steam, acids and alkalies. A proven protective paint for every purpose.

And Plastic Elastigum—a "plastic cement of a hundred uses." It repairs leaks in roofs and flashings, re-lines gutters, stuffs cornices—and Old prepared and "rubber" roofs can be made as good as new with Everlastic Liquid Roofing does a multitude of other things. It is waterproof plastic, and extremely durable.

Cement. Easy to apply and dries quickly, closing up the small holes, making the roof waterproof and weather-proof.

Carbosota is a liquid creosote oil used for the preservative treatment of structural timber, by means of Open Tank process or surface treatments. It offers a practical means of reducing losses from wood decay and may be employed by anyone.

WINNIPEG
VANCOUVER
HALIFAX, N. S.

The Barrett Company
LIMITED

MONTREAL
TORONTO
ST. JOHN, N. B.

*If interested tear out this page and place with letters to be answered.*

# Weekly Paint Markets

## MONTREAL

MONTREAL, September 7, Interest is attached to the paint market this week in the announcement of new prices on white lead in oil and putty. Manufacturers and jobbers in resuming fall business have announced lower prices on both products, and white lead shows a decline of $3.00 per 100 lbs. in all quantities, while putty is reduced $1.00 per 100 lbs. Coming at a time salesmen will be able to give their dealer agents the new lower prices, it is anticipated these will act as a stimulus to the fall trade.

It is stated that a further consideration will be given to prices insofar as the quantity differential is concerned in the near future, but base prices will not likely show any further change.

Linseed oil quotations are lowered 2 cents per gal., with the market a little easier. This product has held up well all summer and the present weakness is only considered temporary in some quarters, as indications point to a fairly firm situation for the later months. Turpentine is firm, the continued strength of this product has also been of interest during recent weeks and this week the firmness is more outstanding than ever. Window glass is holding unchanged with fall business beginning to bring about more activity, although it is yet early.

### WHITE LEAD REDUCED $3.00 PER 100 LBS.

**Montreal.**

A substantial reduction is given in the price of white lead in oil in all quantities, the amount exceeding that which was antcipated in most quarters. This product will now sell for $3.00 per 100 lbs. less than formerly.

The new prices are announced a little previous to the time that was first expected because of the resuming of Fall trade. Salesmen who usually commence their late summer activities for the Fall painting season around September 1. were anxious to be able to quote their dealer agents the new prices, if any were forthcoming, and are now in a position to acquaint their customers with the lower quotations the trade have been expecting. In announcing these new prices, manufacturers and jobbers believe a stimulus is offered for even a more extensive Fall trade, although with the higher prices ruling a good season's business was anticipated this year.

A good amount of painting still remains to be done throughout the country, and lower prices will undoubtedly persuade property owners to use the ideal weather that autumn offers.

It is also stated by manufacturers that present and future costs of production were anticipated before the new prices were arrived at, and they are satisfied that little, if any, further reduction can be made for some time. The hope is also expressed that a much steadier market will hold on white lead than has been the case during the summer months when a certain amount of price shading was carried on.

New quotations are; in five ton lots, $11.00 per 100 lbs; one ton lots, $11.50, and $11.85 in less quantities.

### PUTTY ALSO REDUCED

**Montreal.**

Falling in line with white lead in oil, putty has also been reduced. While not to the same extent, the new prices offer a satisfactory decline when all quantities, and in the different containers, are quoted $1.00 per 100 lbs. less. In this product too, manufacturers and distributers are hoping the new lower quotations will act as a stimulus to the Fall trade, which is always the busy season for putty.

Following are the revised quotations.

PUTTY—

| Standard putty— | 5 ton. | 1 ton. | less |
|---|---|---|---|
| Bulk barrels, 800 lbs. . .. | 4 00 | 4 25 | 4 60 |
| Bulk drums, 100 lbs. .... | 5 00 | 5 25 | 5 60 |
| Do., or tins, loose, 25 lbs. | 5 25 | 5 50 | 5 85 |
| Drums or tins, cased, 25 lb | 6 00 | 6 25 | 6 60 |
| 1-lb. tins ... ..... ..... | 8 75 | 9 00 | 9 35 |

Pure linseed oil putty, $1.50 per 100 lbs. advance over above prices.

### LINSEED OIL SHOWS A WEAKNESS

**Montreal.**

The market for linseed oil is now reported with a weaker tone, after holding fairly firm for some time past. Quotations locally are lowered 2 cents per gallon, bringing present prices down to 88 and 90 cents for raw and boiled respectively. During recent weeks the firm situation of linseed oil was a source of wonder for those well informed in the market. It has shown continued strength, with slight fluctuations, since the period of spring painting closed, and this is unusual, as in other years a slump is usually felt when the active season is at an end. While the tendency at present is easier, the opinion is expressed by some that this will not be of long standing. There will undoubtedly be increased demand when Fall painting commences, and with crop conditions not as healthy as in other years, it would seem that a stiffening would be more in line than a continued easy tendency. European oil is said to be one of the strongest factors contributing to lower prices, the foreign product still being offered at lower figures. The future trend will be watched with interest as it was predicted some time ago that oil prices could not recede below the 90 cent figure. Following are present quotations.

| LINSEED OIL— | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels lots, per gal. .... | 0 92 | 0 95 |
| 3 to 5 barrel lots, per gal. ... .. | 0 91 | 0 94 |
| 6 to 9 barrel lots, per gal. ..... | 0 89 | 0 92 |

Less barrels, add 15 cents per gallon.

### TURPENTINE CONTINUES FIRM

**Montreal.**

Unlike the allied product, linseed oil, turpentine continues to show strength with local quotations advancing this week to 96 cents per gallon in one barrel lots. It would not be surprising if even higher levels were reached in the very near future as turpentine over the week end developed added strength. Present indications point to a continued firm situation as the demand is now good, and beyond expectations of a few weeks ago, while stocks in the Southern markets are lower than is usual at this seacon. This is said to be due to producers maintaining they cannot market turpentine at present figures, and advantage is taken of any spurt in the demand. New prices are as follows;

| TURPENTINE— | Per Imp. Gal. |
|---|---|
| 1 barrel lots ... ... ... ... .. .... ..... | 0 96 |
| 2 to 4 barrel lots ... ... ... ... ..... | 0 94 |
| Broken lots ... ... .. .. .. .. .. .. ..... | 1 06 |

### WINDOW GLASS CONTINUES UNCHANGED

**Montreal.**

Quotations on window and plate glass remain unchanged, with Montreal glass list still the selling basis for window glass, and plate quoted at 50 per cent off. Dealers report a slightly better demand during the past week, but the Fall trade has not yet made its appearance. Montreal glass list will be found on current market page.

## TORONTO

TORONTO, September 7.—Current price reductions on white lead in oil, and putty, usurp the centre of attraction on the paint markets this week. The decline of $3.00 per 100 lbs on white lead in oil brings the quotation down to $11.95 per 100 lbs in ton lots, and $12.30 for less quantities.

A corresponding decline of $1.00 per 100 lbs. has been made on standard putty, with a readjustment of $1.50 on

(Continued on Page 52)

HILLCREST
A GUARANTEE OF QUALITY

# HILLCREST
## Inside Flat White

This is a beautiful clear white that dries without gloss, but with lots of life. For interior decoration it gives a soft, artistic appearance much desired by housewives of good taste. By the addition of Hillcrest Colors in Oil delightful color effects may be obtained that are durable, ornamental and can be washed with soap and water.

### We Also Manufacture

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite; Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shinge Stain; Cottage Shinge Stain; Hillcrest Varnishes:—all kinds, Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

**Sanderson Pearcy & Co.**
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

# Hillcrest Paint Products

**Watch For Our Semi-Monthly Bulletin Next Saturday**

*If interested tear out this page and place with letters to be answered.*

## TORONTO PAINT MARKETS

(Continued from Page 50)

pure. These new prices have been expected in the trade for the past few weeks, and it is now intimated that such revisions serve to pave the way for reductions in quotations on paints, and other similar products.

It is noted that a wide range now exists on many of the products on the paint markets, such as rosins, shellac, and turpentine. Quotation on turpentine are slightly higher in southern supply centres, and some local dealers depending on tank shipments have advanced prices five cents per gallon. On the other hand, where stocks are plentiful, turpentine can be obtained at lower levels, the range of 94 cents having been shown. Sales are reported to have been made at the higher figure of $1.05 per gallon in one barrel lots.

Linseed oil prices are unchanged this week, the lower price of 92 cents for raw, and 95 cents per gallon for boiled in 1 and 2 barrel lots still remaining in effect.

### SUBSTANTIAL REDUCTION IN QUOTATIONS ON WHITE LEAD IN OIL

**Toronto.**

In announcing the current decline in prices on white lead in oil, manufacturers state that this reduction should offer a stimulant for renewed activity in fall trading, and extensive painting during the coming month or so is expected. While some lower price has been more or less anticipated through the trade during recent weeks, the reduction of $3.00 per 100 lbs was generally more than looked for, and it is pointed out that in making this substantial reduction, future cost elements have received careful consideration by the manufacturers.

The new quotations are, $11.95 per 100 lbs. in one ton lots, and $12.30 per 100 lbs. for less quantities.

### PUTTY PRICES DOWN $1.00 PER 100 LBS.

**Toronto.**

The anticipated decline in prices on putty has now materialized. The extent of the reduction is approximately $1.00 per 100 lbs. on standard, while the re-adjustment in quotations on pure amounts to $1.50. The new levels are expected to promote active business during the fall season, as travelling representatives now have these lower quotations to place in the hands of retail merchants and country dealers in preparation for the annual seasonable interest in this product.

The current revisions follow:

| PUTTY— | Per 100 lbs. |
|---|---|
| Standard in 100 lb. drums | 6 05 |
| Do., in 25-lb. irons | 6 30 |
| Do., bladders in bbls | 7 30 |
| Do., less quantities | 7 55 |
| Do., bulk barrels | 5 05 |
| Pure, in 100 lb. drums | 7 05 |
| Do., in 25 lb. irons | 7 30 |
| Do., bladders in bbls. | 8 30 |

### LINSEED OIL HOLDS AT REDUCED LEVEL

**Toronto.**

Prices on linseed oil are holding at the reduced levels announced last week. There has been some lack of activity when compared with the brisk interest noted during previous weeks, and a slightly weaker tone is reported from other primary markets.

LINSEED OIL—

| | Raw. | Boiled. |
|---|---|---|
| 1 to 2 barrel lots, per gal. | 0 92 | 0 95 |
| 3 to 5 barrel lots,. per gal. | 0 91 | 0 94 |
| 6 to 9 barrel lots, per gal. | 0 89 | 0 92 |

Less barrels, add 15 cents per gallon.

### SOME TURPENTINE PRICES HIGHER; OTHERS LOW

**Toronto.**

Turpentine continues to show a fair movement, but the domestic demand is reported as not being up to expectations as regards the total volume. The primary markets have shown some signs of change, but the nominal local price has remained practically steady. This is intimated as due to the condition of local stocks, and while a similar trend is reported to exist on the southern markets, it is said that fair quantities are being held by producers pending better prices. A good movement to the United Kingdom and Continental Europe is anticipated by dealers on the primary markets, during the fall and winter period.

Local prices have developed a range, for with the firmer tone on the primary markets, prices have been nominally advanced 5 cents per gallon. This brings the higher quotations to $1.05 per gallon on 1 barrel lots, and sales are reported to have been made at this figure. On the other hand, turpentine can be obtained at lower levels, the price 94 cents per gallon have been shown. Whether quotations will resume an average level, or gradually trend towards the higher price, remains to be seen. The following prices are therefore, the average of those appearing on local markets:

TURPENTINE.

| | |
|---|---|
| 1 barrel lots, per Imp. gal. | 1 00 |
| 2 to 4 barrel lots, per Imp. gal. | 0 99 |
| 5 gallon lots, per Imp. gal. | 1 15 |

### RANGE STILL EVIDENT IN SHELLAC PRICES

**Toronto.**

Shellac prices continue to show a range when the various quotations received from different dealers are compared. The lower quotations are reported from dealers who have reduced prices, while the higher ranges are said to be based upon the costs of prevailing stocks. Following are the varying prices noted on local paint markets:

SHELLAC—

| | Pure White. | | Pure Orange. | |
|---|---|---|---|---|
| In bbls., per gal. | 3 55 | 4 25 | 3 15 | 3 75 |
| Gal. jugs, per gal. | 4 15 | 4 75 | 3 75 | 4 25 |

F. o. b. Toronto, London, Montreal.

### ROSIN MARKETS FLUCTUATE

**Toronto.**

The market for rosins is reported as continuing the see-saw tactice, and after a further recession earlier in the week, are now again advancing. The fluctuations are not large, but the current demand has been varying sufficiently to react the market from time to time.

It is said that stocks are held rather firmly, and while supplies on the primary markets are considered large, it has been intimated that these are likely to be held for some time, until price levels have again reached a more representative value.

While easier tones are evident in the rosin markets, local prices have developed a wide range when the various quotations are compared. Some reductions have been made, while other dealers report the higher range as a more accurate indication of the current market price. Therefore, the corresponding difference in quotations is shown as follows:

ROSIN—

| In barrel lots— | Per 100 lbs. | |
|---|---|---|
| G., medium grade | 5 00 | 7 50 |
| Water White | 7 00 | 9 50 |

## WINNIPEG MARKETS

(Continued from Page 46)

week on extension ladders and following are the latest quotations.

EXTENSION LADDERS—20 ft., $6.50; 24-ft., $7.80; 28 ft., $9.10; 32-ft., $10.35; 36-ft., $12.45; 40 ft., $13.80.

### CUT LIGHT LIST NOW 60 AND 15 PER CENT OFF

**Winnipeg.**

The discount on window glass has been changed for cut lights, and an additional 15 per cent. is now quoted. This revision, applying to the price on single light list, gives the quotation of 60 and 15 per cent. off.

### TURPENTINE QUOTATIONS REMAIN STEADY

**Winnipeg.**

Current quotations on turpentine have remained practically stationary for several weeks. There has been no revision, as yet, in prices, the prevailing level of $1.20 per gallon on 1 barrel lots, still being generally maintained.

### BOAT SPIKE PRICES LOWER

**Winnipeg.**

A slight reduction has been announced this week in prices on boat spikes. Following are revised quotations:

BOAT SPIKES—¼ x 4 inch, $10.30; ¼ x 6 inch, $10; 5-16 x 5 and 6, $9.55; ¼ x 6, 7 and 8, $8.75; ½ x 8, 9, 10 and 12, $8.50; ⅝ x 10 and 12, $8.50; ¾ x 14, $8.50.

### COPPER WIRE QUOTATIONS ARE NOW REDUCED

**Winnipeg.**

Current prices on copper wire now show slight reductions. The revised quotations are as fillows:

COPPER WIRE—No. 8, 27c per lb; 9, 27c; 10, 27c; 11, 28c; 12, 28c; 14, 28c; 16, 29c; 18, 30c; 20, 31c; 22, 32c; 23, 34c; 24, 35c 25, 36c; 26, 37c.

### GALVANIZED WIRE STRAND LOWER IN PRICE

**Winnipeg.**

Among the price revisions to a lower level noted this week are the new quotations on galvanized wire strand. Following are the new prices:

5-16 $2.60, ⅜ $3.50, ½ $5.50.

# Results Insured

There's a sureness about the Glidden result that will cement your relationship with the painter and make the owner a steady customer for you both.

The results are insured by a policy of paint making that builds up the right quality first and then maintains that quality in every package.

Why should you or the painter run risks when you can get a sure Glidden product for every kind of painting in demand? Glidden "everywhere on everything" solves the problem for *everyone.*

Write to-day for our complete plan with prices and selling data. There's no obligation.

"Save the surface and you save all" *Paint & Varnish*

**THE GLIDDEN COMPANY, LIMITED, Toronto, Ontario**

**Branches: Montreal and Winnipeg**

*If interested tear out this page and place with letters to be answered.*

# This is a trying time

## *for the merchant who has lost confidence* —but—

Keen competition has shaken the standards of some merchants who have, apparently, run wild on prices, terms and credits.

There is a limit to which you should meet this form of competition. Beyond that limit you should let the other fellow get the business. Conduct your business on a sane and safe basis and let him lose his money if he will.

Because he rocks the boat, it is not necessary that you should do it also. Here and there, parties crop up who seek reduced prices regardless of quality. We are convinced that such are the minority.

We do believe; and we base that belief on definite concrete evidence; that the greater bulk of the buying public is not so much concerned about the present price of paint as they are about receiving an honest, reliable paint that will give them service.

We emphasize the above statement.

With this belief, we purpose, so far as it rests within our power, to maintain and obtain the highest standards possible.

And we shall set our prices on a basis that will be reasonable and yet conform to these standards.

We do not purpose to reduce our standards. We do not purpose to reduce our price beyond that reasonable level that will permit us to do business on a safe and sane basis, but we shall reduce our prices as the market for basic materials and business conditions will allow us, with an endeavour to maintain the highest scale of wages that economic conditions will permit.

We take this stand in justice to ourselves and in justice to our distributing agencies, knowing that the maintenance of quality will hold the confidence of the consuming public for both of us.

We may lose certain classes of business by this attitude. We are willing to lose it, but we shall be gainers in the long run. This is not only a belief, it is a conviction.

Registered

**Floglaze**

*"The Finish That Endures"*

# —it is finding the metal of the man who has faith—

***in his goods, his community and his country***

The man who can stand pat on his own hand and who doesn't fidget over the other fellow's has a better chance of raking in the pot.

It is well to remember that the life of business reaches beyond the temporary fluctuations of inflation and deflation.

We specially emphasize our stand in connection with FLOGLAZE. "The Finish that Endures".

We want the agents of The Imperial Varnish & Color Co., Limited to realize that we have, in FLOGLAZE, something in advance of any other proposition on the Canadian market. This applies to quality as in every other respect.

It is an advance from a technical standpoint. It is an advance from a practical as well as a service standpoint. It is an advance from a marketing standpoint.

We know that we have placed a real selling opportunity in your hands.

Whether times are good or bad, competition keen or lax, prices high or low, FLOGLAZE can have and has a quality-gripping hold on the public that insures a reasonably steady flow of business.

But it will be the merchant with the metal of confidence that will get business when it comes.

When it comes to a consideration of prices, keep these facts in mind. Very few people get more than they pay for. The manufacturer or retailer who gives away more than he is paid for, soon goes to the wall, but the man who gives full value and gets a reasonable profit irrespective of what the price may be, not only survives but flourishes. You can pretty well guess the quality a man is selling by the price he asks.

A very exhaustive canvass of both men and women who ultimately use FLOGLAZE and our other Maple Leaf products makes us confident that the opportunities for selling paints and varnishes of superior quality have not grown less, but will gradually grow more.

**THE IMPERIAL VARNISH & COLOR CO. LIMITED**

**HEAD OFFICE TORONTO CANADA**

**MONTREAL WINNIPEG VANCOUVER**

***Sole Distributors for Manitoba, Saskatchewan and Alberta:***

**MILLER-MORSE HARDWARE CO. LIMITED**
**"THE BIG WINNIPEG HOUSE"**

***Distributors for British Columbia:***
The Callander Shore Co., Limited
155 Pender St. West
Vancouver, B. C.

***Eastern Distributors:***
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal

*If interested tear out this page and place with letters to be answered.*

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

**AMMUNITION, DOMINION**

| | Blk. List. | Lesmok List. | Smkless. List. |
|---|---|---|---|
| 22 Short ... | ..... | $10 00 | 10 70 |
| BB Caps ... | ..... | ..... | $ 7 00 |
| 22 S. Mush .. | ..... | ..... | 11 50 |
| 22 Long .... | ..... | 12 00 | 15 00 |
| 22 L. Mush. . | ..... | ..... | 16 00 |
| 22 L. R., do. | ..... | ..... | 18 70 |
| 22 L. Rifle ... | .... | 14 00 | 17 50 |
| 25 Short ... | $23 50 | ..... | ..... |
| 25 Long ... | 33 00 | ..... | ..... |
| 32 Short ... | 23 50 | ..... | ..... |
| 25/20 ... ... | 56 00 | ..... | 70 00 |
| 25 Colt Auto. | .... | .... | 58 00 |
| 30 Mauser . | ..... | ..... | 91 00 |
| 32 S. & W.. | 38 50 | ..... | 42 00 |
| 32 S. Colt .. | 38 50 | ..... | ..... |
| 32 Colt Auto. | ..... | ..... | 63 00 |
| 32/20 ... .. | 56 00 | ..... | 70 00 |
| 38 S. & W. . | ..... | ..... | 54 50 |
| 44 G. Getter . | ..... | ..... | 66 50 |
| 44/40 ... .. | 66 50 | ..... | 84 00 |
| 455 Target . | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross .... | ..... | ..... | 209 00 |
| 25/35 ..... | ..... | ..... | 125 50 |
| 30/30 .... . | ..... | ..... | 144 50 |
| 303 Savage . | ..... | ..... | 144 50 |
| 303 British . | ..... | ..... | 190 00 |
| 32/40 . ... . | 102 50 | ..... | 121 50 |
| 32 Special ... | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. .... | ..... | ..... | 190 00 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 35 Rem. Rim | ..... | ..... | 159 50 |
| 38/55 .. .. | 125 50 | ..... | 152 00 |
| 45/70-405 .. | 133 00 | ..... | ..... |

Dominion Ammunition—Discount 30/20%.

**AMERICAN AMMUNITION**

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

**AXES**

| | | |
|---|---|---|
| Boys' Axes ..... | 14 25 | 15 50 |
| Hunters' Axes . .. | 13 00 | 14 00 |
| Single Bits, doz. . | 18 00 | 19 50 |
| Double Bit ..... | 23 50 | 24 00 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2... | $ .25 | Group 3.... | $ 50 |
| Group 4... | .75 | Group 5.... | 1.00 |
| Group 6... | 1.25 | Group 7.... | 1.75 |

Axes, Bench, 45 per cent. off list.

**BABBITT**

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

**BELTING Leather)**

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
F.O.B. Montreal.

**BITS, AUGER**

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3-16.... | $ 6.00 | 18-16.... | $12.00 |
| 4-16.... | 5.00 | 19-16.... | 14.00 |
| 5-16.... | 5.00 | 20-16.... | 14.00 |
| 6-16.... | 5.00 | 21-16.... | 16.00 |
| 7-16.... | 5.00 | 22-16.... | 16.00 |
| 8-16.... | 5.00 | 23-16.... | 18.00 |
| 9-16.... | 6.00 | 24-16.... | 18.00 |
| 10-16.... | 6.00 | 25-16.... | 21.00 |
| 11-16.... | 7.00 | 26-16.... | 21.00 |
| 12-16.... | 7.00 | 27-16.... | 24.00 |
| 13-16.... | 8.25 | 28-16.... | 24.00 |
| 14-16.... | 8.25 | 29-16.... | 27.00 |
| 15-16.... | 9.50 | 30-16.... | 27.00 |
| 16-16.... | 9.50 | 31-16.... | 30.00 |
| 17-16.... | 12.00 | 32-16.... | 30.00 |

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do., bar bits, add 7½ per cent.
Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers, add 5%.
Irwin auger bits, list plus 5%.
Irwin car bits, discount 5% off.
F.O.B. Toronto, Montreal, London and Hamilton.

**BOARDS, BAKE**

| | ⅜ Rim. | ¾ Rim |
|---|---|---|
| 0—16 x 22 Doz. .... | $ 8 90 | $12 50 |
| 1—18 x 24 doz. .... | 10 78 | 12 80 |
| 2—18 x 29 doz. .... | 12 10 | 14 75 |
| 3—20 x 30 doz. .... | 13 86 | 17 75 |

**BOARDS, IRONING**

| | Dozen |
|---|---|
| No. 1, Daisy ..... | $38 00 |
| No. 10, Daisy ..... | 43 00 |
| No. 33 ..... | 21 00 |
| No. 35 ..... | 38 00 |
| No. 36 ..... | 43 00 |
| Perfection ..... | 48 00 |

**BOARDS (Wash) Zinc.**

| | Dozen |
|---|---|
| Baby Globe ..... | $ 3 00 |
| Beaver (brass) ..... | 9 00 |
| Canada Glass ..... | 9 00 |
| Competition Globe (metal).. | 5 00 |
| Diamond King (glass) ..... | 8 75 |
| Enamel Queen ..... | 9 50 |
| Glass Globe ..... | 8 75 |
| Improved Globe ..... | 5 85 |
| Jubilee ..... | 7 15 |
| Neptune ..... | 6 50 |
| Newmarket King ..... | 7 15 |
| Pony ..... | 2 70 |
| Royal Globe ..... | 6 00 |
| Solid Back Globe ..... | 7 25 |
| Standard Globe ..... | 6 00 |
| Supreme Zinc ..... | 6 50 |
| Western King (enamel) ..... | 9 50 |

F. O. B. Newmarket.

**BOILERS (Range)**

| | each |
|---|---|
| 30-gal., standard ..... | 8 50 |
| 30-gal., extra heavy ..... | 11 50 |

Prices nominal.

**BOLTS AND NUTS**

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 in. dia, and larger, 20 %.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 45%
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 30%.
Machine Bolts, 7-16 in. dia. and larger, 35 %.
Sleigh Shoe Bolts, all sizes, 20%.
Coach and Lag Screws, 40%.
Bolt Ends, 35%.
Square Head Blank Bolts, 35%.
Plow Bolts, 1, 2, 3 head. 25%.
Plow Bolts, others, 30%.
Elevator Bolts, large head, 20%.
Elevator Bolts, corrugated heads 50%.
Fancy Head Bolts, 20%.
Shaft Bolts, ($3 list), 20%.
Step Bolts, large head ($3 list) 20%.
Whiffletree Bolts, 20%.
Tire Bolts, 50%.
Stove Bolts, 65%.
Nuts, 2 in. and smaller, square Blank, add to list, 50 cents.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.00.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.00.
Tapped, add to list, $1.50.
Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2%.

**BORAX**

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

**BRASS**

| | Base |
|---|---|
| Sheets, base, Montreal ..... | 0 25 |
| Do., Toronto ..... | 0 27 |
| Rods, base ½ to 1 in., round, Montreal ... . ... ... | 0 23 |
| Do., Toronto ..... | 0 27 |
| Tubing, seamless, base, Montreal ... ... ... ... ... | 0 32 |
| Do., Toronto ..... ..... | 0 34 |

F.O.B. Montreal and Toronto.

**BROOMS**

| | Doz. |
|---|---|
| No. 5, 4 strings..... | $ 6 65 |
| No. 5, standard..... | 7 50 |
| Little Beauty ..... | 9 40 |
| Royal Blue ..... | 13 90 |

**BUTTS**

| | Wrought Steel— |
|---|---|
| No. 840 ... ... ... ..... | less 5% |
| No. 800 ..... | Net |
| No. 838 ... ... ... ... ... | Less 5% |
| No. 808 ..... | add 10% |
| No. 804 ... ... ... ... ... | Less 5% |
| No. 802 ... ... ... ... .. | plus 5% |
| No. 810 ..... | add 25% |
| No. 814 ... ... ... . .. | add 20% |

F.O.B. Toronto, Montreal, London, Hamilton.

**CANS**

For discount on milk and cream cans, etc., see list under head of wares, etc.

**CEMENT**

Quotations withdrawn. Prices on application.

**CHOPPERS, FOOD**

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

**CHURNS**

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

**CLIPPERS, HORSE**

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

**CLOCKS—ALARM—**

| | each |
|---|---|
| Big Ben ..... | $ 3 75 |
| Good Morning, each ..... | 1 90 |
| Lookout ..... | 2 05 |
| Sleepmeter ..... | 2 25 |

**CLOTHES BARS AND DRIERS**

| | Per doz. |
|---|---|
| Clothes Bars, No. 1 ..... | 11 40 |
| No. 2 ..... | 19 00 |
| No. 3 ..... | 14 40 |
| No. 4 ..... | 11 00 |
| No. 5 ..... | 16 00 |
| No. 6 ..... | 13 00 |

**CLOTHES HORSE, Etc.**

| | Folding | Exten. |
|---|---|---|
| 4 ft. ..... | $13 50 | $27 00 |
| 5 ft. ..... | 17 00 | 34 00 |
| 6 ft. ..... | 20 00 | 40 00 |

**CLOTHES LINES (Galvanized)**

| No. | 1,000 ft. |
|---|---|
| 18—100 ft. lengths ..... | $6 50 |
| 18—50 ft. lengths ..... | 7 10 |
| 19—100 ft. lengths ..... | 5 50 |
| 19—50 ft. lengths ..... | 6 75 |

F.o.b. Montreal, Toronto, London.

**COBBLER SETS**

Common, per set .. ... ... 1 14

**CLOTHES LINE REELS**

| | Doz. net |
|---|---|
| No. 3 . . . ..... ... ... | 17 50 |
| No. 3½ ... ... .. ..... ... | 19 75 |
| No. 4 ... ... ... . ..... .. | 32 50 |

**COIL CHAIN**

| | Fireweld | Proof B.B.B. |
|---|---|---|
| 5-16 inch ..... ..... | | 19 40 |
| ⅜ inch ..... | 15 30 | 16 55 |
| 7-16 inch ..... | 13 15 | 16 15 |
| ½ inch ..... | 12 75 | 15 75 |
| ⅝ inch ..... | 12 00 | 13 65 |
| ¾ inch ..... | 11 25 | 13 40 |
| ⅞ inch ..... | 10 80 | 13 00 |
| 1 inch ..... | 10 40 | 12 60 |

F.O.B. Montreal and Toronto.

| | Electric Proof | Weld B.B.B. |
|---|---|---|
| 7-16 in. ..... | 11 25 | 13 25 |
| ½ in. ..... | 11 00 | 12 50 |
| ⅝ in. ..... | 11 25 | 12 80 |
| ¾ in. ..... | 11 00 | 12 50 |
| 3-16 in. ..... | $17 80 | $20 25 |
| ⅜ in. ..... | 11 75 | 13 75 |
| ¼ in. ..... | 16 25 | 18 75 |
| 5-16 in. ..... | 13 75 | 15 50 |

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net. F.o.b. Montreal, Toronto, Hamilton, London.

**COMBS—CURRY—**

| | Doz. |
|---|---|
| No. 111 ..... | $2 00 |
| No. 121 ..... | 2 20 |
| No. 127 ..... | 2 90 |

**CATTLE—**

| | |
|---|---|
| 98 ..... | $2 60 |
| 100 ..... | 3 70 |

F.O.B. Montreal, Toronto, Hamilton, London.

**COPPER—**

| | Mont. Base | Toronto Base |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. .. | 0 30 | 0 32 |
| Soft sheets, plain, 16 oz. and heavier, lb. | 0 30 | 0 32 |
| Plain Tinned, 16 oz. and heavier, lb. . | 0 37 | 0 40 |
| Polished and Tinned, 16 oz. and heavier, lb. ... ..... | 0 42 | 0 45 |
| Tubing, lb. ... .... | 0 34 | 0 37 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

**COPPERS, SOLDERING—**

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

**CORD (SASH)**

| | |
|---|---|
| No. 6, lb. ..... | $0 52 |
| No. 7, lb. ..... | 0 51 |
| Nos. 8, 9, 10, 12..... | 0 50 |

F.O.B. Montreal, Toronto, Hamilton, London.

**CROWBARS**

Per 100 lbs.—Montreal, $9.00; Toronto, $9.00; London, $9.75.

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished, including hardware sets:—

| | |
|---|---|
| 2 ft. 6 in., doz. ..... | $45 00 |
| 2 ft. 8 in., doz. ..... | 45 60 |
| 2 ft. 10 in., doz. ..... | 46 70 |
| 2 ft. 7 in., doz. ..... | 46 80 |

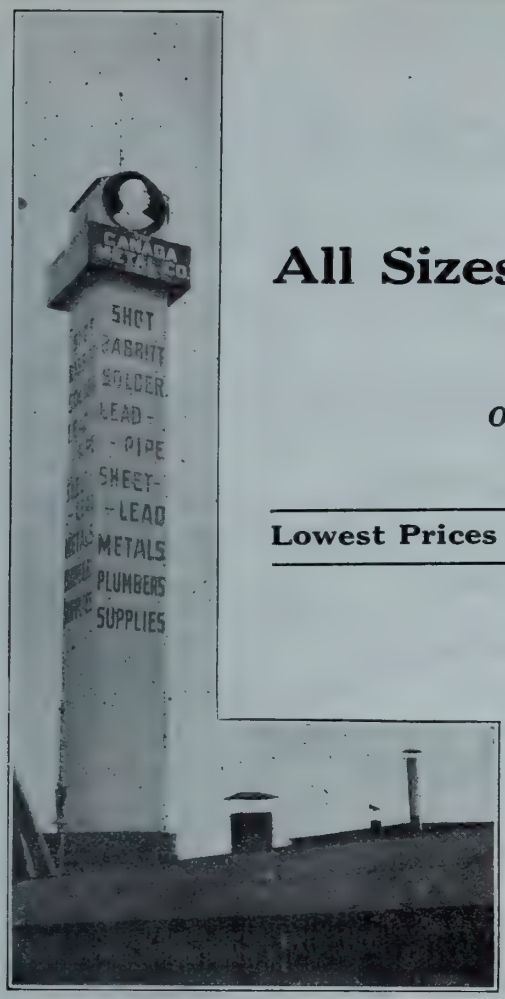
**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank List each.

| | | | |
|---|---|---|---|
| ⅛..... | $0.45 | 19/32..... | $1.20 |
| 5/32..... | .45 | ⅝..... | 1.30 |
| 3/16..... | .50 | 21/32..... | 1.40 |
| 7/32..... | .55 | 11/16..... | 1.50 |
| ¼..... | .60 | 23/32..... | 1.60 |
| 9/32..... | .65 | ¾..... | 1.70 |
| 5/16..... | .70 | 25/32..... | 1.80 |
| 11/32..... | .75 | 13/16..... | 1.90 |
| ⅜..... | .80 | 27/32..... | 2.00 |
| 13/32..... | .85 | ⅞..... | 2.10 |

(Continued next page.)




# SHOT

**All Sizes** **25 lb. Bags**

**Kegs or any weight**

*Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.*

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

GERMANTOWN
## LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
**LAMPBLACK**
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

## K-T Sink Brackets

We also make: K-T Cobblet Sets, Coal Chutes, Clean Out Doors, Clothes Line Pulleys, Window Weights, Horse Weights, Builders' Castings and Well Wheels.

## The Katie Foundry

Galt, Ontario

## Solignum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.
Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

**DRILLS**—Continued

| | | | |
|---|---|---|---|
| 7/16 | .90 | 29/32 | 2.20 |
| 15/32 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

**BIT STOCK**, list per doz., less 45%.

| | | | |
|---|---|---|---|
| 3/32 | $2.70 | ⅜ | $ 8.50 |
| ⅛ | 3.00 | 7/16 | 10.50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4.00 | 9/16 | 15.50 |
| 7/32 | 4.50 | ⅝ | 18 00 |
| ¼ | 5 00 | 11/16 | 21.00 |
| 9/32 | 6.00 | ¾ | 24 00 |
| 5/16 | 7 00 | ⅞ | 30.00 |

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

**EMERY CLOTH**
See under Sandpaper.

**ENAMELWARE**
See prices under heading Wares.

**FILES AND RASPS**
Discounts below apply to list of Nov. 1, 1899.

| | |
|---|---|
| Great Western, Amer. | 50% |
| Kearney, Foot, Arcade | 60\|5% |
| J. Barton Smith, Eagle | 55% |
| P. H. and Imperial | 60\|5% |
| Globe | 60\|5% |
| Nicholson | 40% |
| Black Diamond | 40% |
| Delta Files | 20% |
| Firth Files | 50% |

F.o.b. Toronto, Montreal, London and Hamilton.

| **FITTINGS**— | Mont. | Tor |
|---|---|---|
| Cast iron fittings | 20% | 20% |
| Malleable bushings | 30% | 30% |
| Cast bushings | 30% | 25% |
| Unions | 40% | 40% |
| Flanged unions | 20% | 20% |
| Plugs, cast iron | 30% | 27½% |
| Plugs, solid | .... | 10% |
| Plugs, countersunk | net | net |
| Couplings, 4 in. and under | 25% | 25% |
| Do., 2½ in. and larger | 5% | 5% |

**POUND GOODS**—

| Class— | Blk. | Galv. |
|---|---|---|
| | Montreal | |
| A | .... | .... |
| B | 0 20 | 0 28 |
| C | 0 13 | 0 20 |
| | Toronto | |
| A | 0 60 | 0 75 |
| B | 0 24 | 0 34 |
| B | 0 15 | 0 24 |

**NIPPLES, WROUGHT**
Close and short, 4 in. and under, 45%, 4½ and larger, 35%; long, 4 in. and under, 55%, 4½ in. and larger, 45%; running thread, 4 in. and under, 25%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

| **GRINDSTONES**— | Per 100 lbs. |
|---|---|
| Under 50 lbs., 1½ to 1¾" face | 5 00 |
| Under 50 lbs., 2¼ to 3" face | 4 25 |
| Over 50 lbs., 2¼ to 3" face | 4 00 |
| Bi-Treadle, each | 9 75 |
| Cycle BB | 8 75 |

| **GRINDSTONE FIXTURES** | Doz. |
|---|---|
| No. 22 | 8 67 |
| No. 33 | 9 37 |
| No. 2½ | 10 00 |
| No. 3 | 11 50 |

F.o.b. Toronto.

| **HALTERS, LEATHER** | Doz. |
|---|---|
| Russett rope tie, 1 in. | |
| Black, rope tie, 1 in. | |
| Black, rope tie, 1¼ in. | |
| No tie, 1 in. | |
| No tie, 1¼ in. | |

| | Per Grs. |
|---|---|
| Sisal, 7-16 in. | $ 22.75 |
| Do., 9-16 in. | 35.00 |
| Jute, 7-16 in. | 22.75 |
| Do., 9-16 in. | 35.00 |

| **HAME FASTENERS** | Per Doz. |
|---|---|
| Dodson | $4 60 |

| **HAMMERS, NAIL** | Doz. |
|---|---|
| No. 21 | $14 00 |
| No. 1 | 19 00 |
| Nos. 1½, 61½ | 18 75 |

Discount, 10 per cent.

| **HAMMERS, SLEDGE** | |
|---|---|
| Can. 2-2½ lbs., cwt. | $25 00 |
| Do., 3-4½ lbs. | 23 00 |
| Do., 5 lbs. and over | 16 00 |
| Masons, 2-2½ lbs. | 31 50 |
| Do., 3-4½ lbs. | 28 25 |
| 5 lbs. and over | 23 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

| **HAMMERS, STRIKING** | |
|---|---|
| No. 38, No. 46, 5 lbs. and over | $16 00 |

| **HAMMERS, MACHINIST** | |
|---|---|
| No. 30, 1-lb. | 11 34 |
| No. 30, 1¼-lb. | 12 15 |

Net.

**HANDLES (WOOD)**
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

**HANGERS, BARN AND PARLOR.**
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

| | List |
|---|---|
| Atlas No. 0 | $13 35 |
| Do., No. 1 | 13 80 |
| Do., No. 2 | 15 85 |
| Stearns, 4 in. | 12 80 |
| Do., 5 in. | 16 00 |
| Perfect, No. 1 | 10 50 |
| Canada | 13 25 |
| Hatch | 13 25 |
| National | 15 00 |
| America | 19 00 |
| Great West | 30 00 |

**HATCHETS, LATHING**

| | Per Doz. |
|---|---|
| No. 3 | $10 25 |
| No. 4 | 11 25 |

**HATCHETS, SHINGLING**

| | |
|---|---|
| No. 1 | $10 25 |
| No. 2 | 11 25 |

**HATCHETS, BARRELLING**

| | |
|---|---|
| Nos. 50, 60 | $15 75 |

**HATCHETS, CLAW**

| | |
|---|---|
| No. 7 | $12 25 |
| No. 8 | 13 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Glower Heater | $12 00 |
| Heatray Heater | 14 00 |

Discount 22%-33%, according to quantity.

| | |
|---|---|
| Majestic, 1 Burner | $11 50 |
| Do., 2 Burner | 17 50 |

Discount 27½%.

| | |
|---|---|
| Universal | 13 80 |

Discount 20 and 5%.
F.o.b. Toronto.

**HINGES, SPRING**

| | |
|---|---|
| No. 200 and No. 20, per doz. | $ 2 00 |
| Ajax Floor No. 3111, per set | 1 85 |
| Reliance Door No. 270. | |
| Light, per doz. | 3 15 |
| Medium, per doz. | 4 20 |
| Heavy, per doz. | 6 40 |

**HINGES, TEE AND STRAP**

| Heavy in Bulk. | Strap Doz. pairs. | Tee |
|---|---|---|
| 4 inch | $3 00 | $2 55 |
| 5 inch | 3 70 | 3 20 |
| 6 inch | 4 00 | 3 60 |
| 8 inch | 5 40 | 4 10 |
| 10 inch | 9 60 | 7 30 |
| 12 inch | 11 90 | 11 60 |
| 14 inch | 13 60 | 11 80 |

Discount, 30 per cent.

| Light. Net Prices. | | |
|---|---|---|
| 3 inch | $0 90 | $0 90 |
| 4 inch | 1 08 | 1 00 |
| 5 inch | 1 26 | 1 17 |
| 6 inch | 1 53 | 1 35 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

| **HOES.** Grub | $9 75 |
|---|---|

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 90 | $7 50 |
| No. 3, per doz. | 5 00 | 8 00 |
| No. 4, per doz. | 5 10 | 8 50 |
| Little Giant, | 8 00 | ... |
| Barden Patent | 8 00 | .... |

F.o.b. Montreal, Toronto.

**HORSESHOES**

| Patterns | Sizes made | Price per keg No. 2 and larger | No. 1 and smaller | Less 20c |
|---|---|---|---|---|
| Light iron | 0-7 | $7.75 | $8.00 | |
| Long heel light iron | 3-7 | 7.75 | | |
| Medium iron | 1-8 | 7.75 | 8.00 | |
| Heavy iron | 6-8 | 7.75 | | |
| Snow | 1-6 | 8.00 | 8.25 | |
| New-light "XL" steel | 1-6 | 8.20 | 8.45 | |
| Featherweight "XL" steel | 0-4 | 9.60 | | |
| Special-countersunk | 0-4 | 10.10 | ... | |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

| **HOSE, LAWN** | Toronto |
|---|---|
| Corrugated, ½ in., 100 ft. | $19 00 |
| Do., ⅝ in., 10 ft. | 21 50 |
| Do., ¾ in., 100 ft. | 25 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**IRON AND STEEL**
See weekly report.

**IRON, TINNED**
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

**IRONS (SAD)**

| | |
|---|---|
| Potts, polished, per set | 2 12 |
| Potts, nickel plated, per set | 2 25 |
| Potts handles, japd., grs. | 23 50 |
| Common, No. 1, 4 and 5 lbs. | 20 60 |
| Do., 6 lbs. and up, cwt. | 15 00 |

F.o.b. Montreal.

**IRONS, ELECTRIC**
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

| **KNIVES, HAY** | |
|---|---|
| Spear Point | $19 00 |
| Lightning | 17 50 |
| Heath's | 17 50 |

**LADDERS, ETC.**

| Step Ladders | Per ft. |
|---|---|
| Standard | 0 46 |
| Household | 0 30 |
| Shelf Lock, 4 to 8 ft. only | 0 32 |
| Faultless, 4 to 8 ft. only | 0 46 |
| Do., 10, 12 and 14 ft. | 0 51 |
| **Single and Fruit Picking** | |
| 10 ft. to 16 ft. | 0 30 |
| 18 ft. to 20 ft. | 0 31 |

F.o.b. Toronto, Hamilton, London,

| **Roped and Straight Extension Ladders** | |
|---|---|
| 20 to 32 ft. | 0 32 |
| 36 to 44 ft. | 0 35 |
| Over 44 ft. | 0 43 |
| Special quality, 20 to 40 ft. | 0 40 |
| Three section extension | 0 40 |

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

| **LANTERNS.** | Per doz. |
|---|---|
| Short or Long Globe, plain or jap'd | $12 00 |
| Dash, plain | 18 75 |
| Do., Japd | 19 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES**
Cold Blast, Short or Long

| | |
|---|---|
| 1 doz. cases | $1 65 doz. |
| 3 doz. cases | 1 55 doz. |
| 6 doz. cases | 1 35 doz. |
| Cold blast, genuine ruby | 5 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

| **LATCHES**— | Per doz. |
|---|---|
| Steel Thumb, No. 2 | 2 00 |
| Do., No. 3 | 2 50 |
| Do., No. 4 | 3 75 |
| Barn Door, No. 5 | 3 30 |
| Do., No. 9 | 3 50 |

F.o.b. Montreal, Toronto, London.

**LEAD**—
For pig lead and lead and zinc products see weekly report.

| **MACHINES (WASHING)**— | List each. |
|---|---|
| Dowswell | $12 75 |
| Noiseless | 17 50 |
| Hamilton | 14 00 |
| Peerless | 14 50 |
| Snowball | 19 50 |
| New Century, style A | 19 75 |
| New Century, style B | 21 75 |
| New Century, Electric | 160 00 |
| Playtime, engine drive | 27 00 |
| Ideal Power | 30 00 |
| Seafoam, electric, style A | 105 00 |
| Seafoam, engine drive | 50 00 |
| Sunshine | 10 25 |
| Popular | 14 50 |
| Economic | 16 00 |
| Puritan | 19 50 |
| New Champion | 21 50 |
| Home | 21 50 |
| Vacuum | 28 00 |
| Home Water, motor | 28 00 |
| Whirlpool, water power | 31 00 |
| Hydro, 1 Tub, engine drive | 57 00 |
| Do., do., electric | 116 50 |
| Rotary water motor washer | 29 00 |
| Connor ball-bearing, with rack | 22 75 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 132 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor, vacuum | 27 50 |
| Patriot | 21 50 |
| Jubilee | 12 50 |
| Canada First | 21 50 |

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MATTOCKS**—

| | |
|---|---|
| Cutter, doz. | 11 75 |
| Pick, doz. | 11 75 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**—

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $36 24 |
| No. 8, dozen | 40 92 |
| Universal— | |
| No. 4, dozen | $40 00 |
| No. 8, dozen | 52 00 |

| **MOPS**— | Doz. net |
|---|---|
| Liquid Veneer | $20 00 |
| O-Cedar, less handle | 14 00 |
| Do., with handle | 16 00 |
| S. W. Mops, complete | 4 75 |
| Mop Sticks, No. 8 | 2 00 |
| Cast Head Mop | 2 00 |
| Crescent, No. 10 | 2 85 3 25 |
| Crank wringing | 7 00 9 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

| **MOWERS, LAWN**— | |
|---|---|
| Adanac | 35% |
| Woodyatt | 20% |
| Empress | 20% |
| Mayflower | 25% |
| Ontario Daisy | 20% |
| Star | 20% |
| Whippet | Net |
| Thousand Island | Net |
| Red Wing | Net |
| Blue Bird | Net |

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

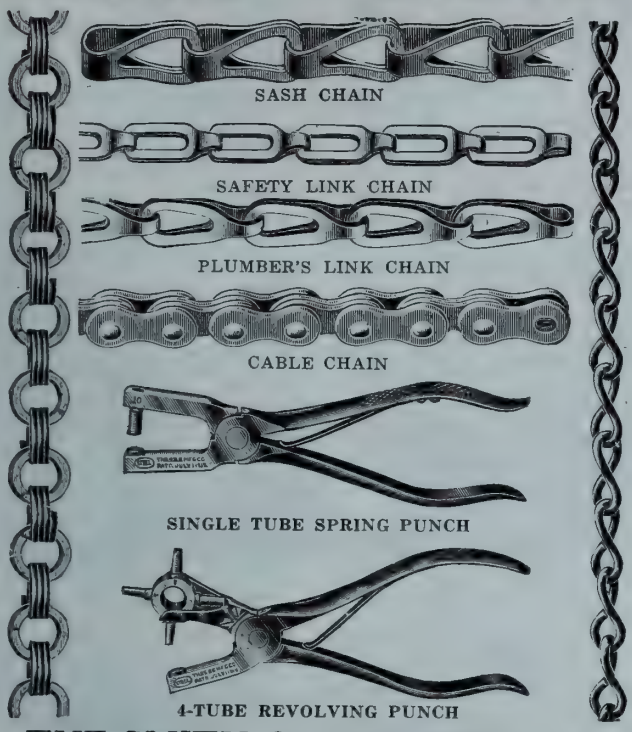
**NAILS**—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| 1 inch | $1 50 | 2¾ inch | $0 30 |
| 1⅞ inch | 1 40 | 3 inch | 0 20 |
| 1¼ inch | 1 15 | 3¼ inch | 0 15 |
| 1½ inch | 0 80 | 3½ inch | 0-10 |
| 1¾ inch | 0 75 | 4 inch | 0 05 |
| 2 inch | 0 60 | 4½ inch | 0 05 |
| 2¼ inch | 0 55 | 5 inch | base |
| 2½ inch | 0 30 | 5½ inch | base |
| | | 6 inch | base |

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.30 base.
Owen Sound or Collingwood, $4.40 base.
F.o.b. Montreal, $4.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.30.
Sault Ste. Marie, Port Arthur, Fort William, $4.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

**NAILS, CUT**—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.
F.o.b. Montreal, Toronto, Hamilton,

# CHAINS AND PUNCHES




THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

# NAILS WIRE BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS
## STRAIGHTENED RODS
## COPPERED AND TINNED WIRE

**Are You a User? Did You Read This Ad.? If So, Ask for Prices.**

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

The Four essential points are here

**Strength and Looks** **Price and Wear**

Ask Your Jobber

**JOHNSTON Ideal HALTER Co. Sarnia, Ont.**

# COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

**Nagle Mercantile Agency,**
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

**NAILS (HORSE)**

| Size | C Brand |
|---|---|
| Capewell— | Per 25-lb.box |
| No. 5 | $6 75 |
| No. 6 | 6 50 |
| No. 7 | 6 25 |
| No. 8 | 6 00 |
| No. 9 to 12 | 5 75 |

Discount, 10%

**"M.R.M." BRAND**

Net Price List

| No. | Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 25 |
| 4 | 1¾" | 10 25 |
| 5 | 1 15-16" | 5 25 |
| 6 | 2⅛" | 5 00 |
| 7 | 2 16-16" | 4 75 |
| 8 | 2½" | 4 75 |
| 9 | 2 11-16" | 4 50 |
| 10 | 2⅞" | 4 50 |
| 11 | 3 1-16" | 4 50 |
| 12 | 3¼" | 4 50 |

F.o.b. London, Hamilton, Montreal, Toronto.

**NETTING, POULTRY**

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mesh and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $16 50 | 36 inch... | $24 00 |
| 30 inch.. | 20 00 | | |

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal,

Canadian netting, 2-in. mesh, net.
1-in. mesh, net.
American netting, 1-in. mesh, net.

| Invincible— | Per rod |
|---|---|
| 1848 | 0 80 |
| 2060 | 0 88 |

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | 5 50 |
| 36-inch, per roll | 7 15 |
| 48-inch, per roll | 8 35 |
| 60-inch, per roll | 9 85 |
| 72-inch, per roll | 11 25 |

Put up in 10 rod rolls.

**NIPPLES**

See Fittings.

**OAKUM—**

| | |
|---|---|
| Special No. 1 | $17 00 |
| Plumbers' | 7 50 |

F.o.b. Montreal, Toronto.

| OILS | Toronto |
|---|---|
| Royalite, gal. | 0 17½ |
| Palacine, gal. | 0 20½ |
| Gasoline, net, gal. | 0 31 |

Above prices net.

| | Gallon |
|---|---|
| Black oil (summer) | 0 21.1 |
| Black oil (winter) | 0 21.6 |
| Capital, cylinder | 0 78.1 |
| Mach. oil, reg. grades | 0 46.6 |
| Imperial gas engine oil | 0 59.1 |
| Paraffine | 0 22.5 |

List, less 15% on above.

| | |
|---|---|
| Imperial kerosene, tractor hy, | $1. |
| Do., do., ex. heavy | $1.10 |

List less 15 per cent.

| | |
|---|---|
| Polarine, medium, list | 1 05 |
| Polarine, heavy, list | 1 05 |
| Polarine, ex-heavy, list | 1 40 |

List, less 25 per cent.

| | |
|---|---|
| Gargoyle Mobiloil E and Arctic | 1 45 |
| Gargoyle Mobiloil, B | 1 70 |
| Gargoyle Mobiloil, BB | 1 70 |
| Gargoyle Mobiloil, A | 1 60 |

List, less 25 per cent. on above.

| | |
|---|---|
| Fuel oil, bbl., net | 0 08 |
| Do., tank cars, net | 0 06 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

| PACKING | Per lb |
|---|---|
| Fine jute | $0 17 |
| Coarse jute | 0 13 |
| Hemp | 0 36 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

| PAPER | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No. 1, Anch | $1 35 | 1 35 |
| Do., No. 2, Anch. | 0 75 | 0 85 |
| Do., No. 2 Elephant. | 0 75 | 0 95 |
| Tarred Fibre, No. 1 | | |
| Anchor | 1 45 | 1 45 |
| No. 2 | 1 10 | 1 10 |
| Elephant Brand, tarred, No. 2 | 1 10 | 1 25 |
| Surprise Fibre | 0 95 | 1 05 |
| Empress Dry Sheath'g | | 1 45 |
| Stag Sheathing | 0 95 | 0 95 |
| Cyclone, dry | 1 35 | 1 45 |
| Do., tarred | 1 45 | 1 60 |
| Joliette Sheathing | 0 75 | 0 95 |
| Do., tarred | 1 10 | 1 25 |

| | Per 100 lbs |
|---|---|
| Monarch Sheathing, white | 5 75 |
| Do., gray | 4 75 |
| Straw Sheathing, heavy dry | 3 75 |
| Red Star heavy tarred straw | 3 90 |
| Imp. White Sheathing | 5 75 |
| Imp. Grey Sheathing | 4 75 |
| Scythe Brand dry straw | 3 75 |
| Spruce Sheathing, 36 and 72" wide | 7 25 |
| Asbestos Sheathing | 10 00 |
| Carpet Felt | 6 00 |
| Tarred Felt, 7, 10 and 16 oz. | 4 15 |

F.o.b. Toronto and Montreal and Hamilton.

**PASTE**

| Stick-Fast | |
|---|---|
| In barrels, 250 lbs., lb. | 0 14 |
| Barrels of 5 lbs., cotton bags, lb. | 0 15 |
| In kegs, 125 lbs., lb. | 0 16 |
| In 50 lb boxes, lb. | 0 18 |
| In 25-lb. boxes, lb. | 0 19 |
| **Solpar** | |
| Barrels (200 lbs.), per lb. | 0 14 |
| 2-lb. pkgs, case lots, lb. | 0 16 |
| 1-lb. pkgs., case lots, lb. | 0 17 |

**PICKS—**

| Clay— | Montreal | Toronto |
|---|---|---|
| 5 to 6 lbs., doz. | $ 9 50 | 9 25 |
| 6 to 7 lbs., doz. | 10 50 | 10 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | 11 50 | 11 25 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | $2 25 |
| 4 gross (cartons), 4 in. | 2 25 |
| Spring, 2 grs. box | 1 90 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 52, July 11, 1921.

**Standard Butterweld Pipe S-C.**

Per 100 feet

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 50 | $ 8 50 | $ | $ |
| ¼ in.. | 4 56 | 6 60 | 5 76 | 7 80 |
| ⅜ in.. | 4 56 | 6 60 | 5 76 | 7 80 |
| ½ in.. | 5 87 | 7 40 | 7 65 | 9 10 |
| ¾ in. | 7 02 | 8 97 | 9 55 | 11 50 |
| 1 in.. | 10 03 | 12 92 | 13 77 | 16 66 |
| 1¼ in.. | 13 57 | 17 48 | 18 63 | 22 54 |
| 1½ in.. | 16 23 | 20 90 | 22 28 | 26 95 |
| 2 in.. | 21 83 | 28 12 | 29 97 | 36 26 |
| 2½ in.. | 34 52 | 44 46 | | |
| 3 in.. | 45 14 | 58 14 | | |
| 3½ in.. | 59 80 | 75 44 | | |
| 4 in.. | 70 85 | 89 38 | | |

**Standard Lapweld Pipe S.C.**

Per 100 feet.

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| 2 in.. | $25 53 | $31 82 | $33 67 | $39 96 |
| 2½ in.. | 38 03 | 47 97 | 50 90 | 60 84 |
| 3 in.. | 49 73 | 62 73 | 66 56 | 79 56 |
| 3½ in.. | 60 72 | 76 36 | 80 96 | 96 60 |
| 4 in.. | 71 94 | 90 47 | 95 92 | 114 45 |
| 4½ in.. | 81 28 | 102 87 | 1 12 | 1 33 |
| 5 in.. | 94 71 | 119 88 | 1 30 | 1 55 |
| 6 in.. | 1 23 | 1 56 | 1 69 | 2 02 |
| 7 in.. | 1 64 | 2 09 | 2 21 | 2 63 |
| 8L in.. | 1 73 | 2 20 | 2 33 | 2 75 |
| 8 in.. | 1 99 | 2 53 | 2 68 | 3 17 |
| 9 in.. | 2 38 | 3 04 | 3 21 | 3 80 |
| 10L in. | 2 21 | 2 82 | 2 98 | 3 52 |
| 10 in.. | 2 84 | 3 63 | 3 83 | 4 53 |

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $18 | 40 |
| 3 in. in 10-ft. lengths, list. | 22 | 30 |
| 4 in., in 10-ft. lengths, list. | 29 | 60 |
| 5 in., in 10-ft. lengths, list. | 40 | 00 |
| 6 in., in 10-ft. lengths, list. | 49 | 00 |

Less 60|10 per cent.

F.o.b. Toronto, Ottawa, Oshawa

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)** Med and extra heavy

| | |
|---|---|
| 2 in., 3 in. | 25% |
| 4 in. | 30% |
| 5, 6 in. | 30% |
| 8 inch | net |

**SOIL PIPE FITTINGS**

| | |
|---|---|
| 2, 3, 4, 5, 6 in. | 40-10% |
| 8 in. | net |

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | $13 25 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 55 |

F.o.b. Montreal, Toronto

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, doz. | $13 20 |
| Triumph, doz. | 11 00 |

**PLATES, CANADA**

| Prices nominal, Montreal. | Toronto |
|---|---|
| Do., 60 sheets | $6 85 $7 75 |
| Ordinary, 52 sheets | 6 75 7 50 |

**PLATES, COKE, TIN**

| | |
|---|---|
| 20x28x100 lb. basis, box | $ 18 00 |
| 20x28xIC. 112s., box | 18 50 |
| 20x28 IX, 112s., box | 20 50 |
| 20x28 IXX, 56s., box | 11 75 |
| 20x28 IXXX, 56s., box | 12 50 |

**PLATES, CHARCOAL, TIN**

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

**PLATES, TERNE** (Prices nominal)

IC, 20x28, 112 sheets ....$ 17 50

F.O.B. Toronto or Montreal.

| POLISH (O-Cedar) | Doz. Net |
|---|---|
| 4-oz. bottles | 2 40 |
| 12-oz bottles | 4 80 |
| 1-qt. can | 12 00 |
| ½-gal. cans | 20 00 |
| 1-gal. cans | 28 00 |

Net.

| Liquid Veneer— | Doz. Net |
|---|---|
| 4-oz. | $2 40 |
| 12-oz. | 4 80 |
| 32-oz. | 16 00 |
| 64-oz., each | 1 34 |
| 128-oz., each | 2 34 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 2 | $3 10 | $3 30 |
| No. 3 | 3 40 | 3 65 |
| No. 4 | 4 05 | 5 00 |
| | | Each |
| No. 70 | | 6 20 |
| No. 80 | | 9 00 |

**PUMPS, REDWING**

| | | | |
|---|---|---|---|
| No. 0 | $6 85 | No. 4 | $12 75 |
| No. 1 | 7 50 | No. 5 | 15 25 |
| No. 2 | 8 75 | No. 6 | 18 00 |
| No. 3 | 10 75 | No. 6 | 18 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 45%; Iron burrs, 45% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING.**

| | Toronto |
|---|---|
| Samson, 1 ply, roll | $ 2 65 |
| Samson, 2 ply, roll | 3 10 |
| Samson, 3 ply, roll | 3 80 |

| | Mont. | Toronto |
|---|---|---|
| Red Star, 2 ply, roll | $ 1 93 | $ 1 93 |
| Red Star, 3 ply, roll | 2 30 | 2 30 |
| Everlastic, 1 ply | 2 00 | 2 00 |
| Everlastic, 2 ply | 2 40 | 2 40 |
| Set Screws | | 45% |
| Everlastic, 3 ply | 2 80 | [illegible] |
| Panamoid, 1 ply | 1 80 | [illegible] |
| Panamoid, 2 ply | 2 20 | 2 20 |
| Panamoid, 3 ply | 2 60 | 2 60 |
| Everlastic Multi-Shingles (4 Shingles in One), sq. | | 6 25 |
| Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. | 7 40 | 7 40 |

F.o.b. Montreal.

| | | |
|---|---|---|
| Everlastic Liquid Roofing cement— Per gal., in bbls. | 0 70 | 0 70 |
| 5 and 10 gal. lots, gal. | 0 85 | 0 85 |
| 1 gal. cans, gal., doz. | 10 50 | 10 50 |
| Coal Tar (refined), bbl. | 10 25 | 10 50 |
| Coal tar (crude) | 9 00 | 9 25 |
| Roofix Roofing Cement— In bbls., per gal. | | 0 60 |
| In ½ bbls., per gal. | | 0 65 |
| In 5s and 10s | | 0 70 |
| 1 gal. cans, per doz. | | 9 00 |

F.o.b. Toronto, Montreal and Hamilton.

**ROPE**

| | |
|---|---|
| Pure Manila basis | 0 23 |
| Beaver Manila basis | 0 19 |
| New Zealand hemp basis | 0 19 |
| Sisal basis | 0 17 |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lathe yarn basis | 0 17 |
| Double lathe yarn | 0 17½ |
| Yacht marline, tarred | 57 |
| Halyards | 50 |
| Beaver Halyards, wht. pol, ¾ in. basis | 0 35 |
| Hemp, deep sea line basis | 50 |
| Hemp, tarred ratline basis | 48 |
| Hemp, tarred bolt rope basis | 45 |
| Marline and Houseline | 45 |

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

| | |
|---|---|
| Cotton, ⅛ in. | 0 42 |
| Do., 5-32 in. | 0 41 |
| Do., 3-16 in. | 0 38 |
| Do., ¼ in. and up | 0 37 |

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 268—50 ft. Challenge, Steel | $5 30 |
| 108—50 ft. Reliable Jr., Steel | 5 34 |
| 243—50 ft. Rival, Steel | 4 [illegible] |
| 1243—50 ft., Rival Jr., Steel | 4 [illegible] |
| 603—50 ft., Metallic | 3 38 |
| 604—66 ft. | 3 92 |
| 403—50 ft., Linen | 2 57 |
| | Doz. |
| 713—50 ft., Ass Skin | 6 95 |
| 714—66 ft., Ass Skin | 8 35 |
| 143—3 ft., Steel Pocket | 8 [illegible] |
| 145—5 ft., Steel Pocket | 11 [illegible] |
| 176—5 ft., Linen Pocket | 7 80 |
| 165—5 ft., Cotton Pocket | 1 60 |

F.o.b Montreal, Toronto, London

**SANDPAPER**

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

**SCALES**

| Champion | List Net |
|---|---|
| 4 lb. | $ 6 60 |
| 10 lb. | 8 65 |
| 240 lb. | 12 65 |
| 600 lb. | 35 80 |
| 1200 lb. | 43 00 |
| 2000 lb. | 57 10 |
| 2000 lb. drop lever | 64 75 |

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1908

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood R.H., bright | 75% |
| Wood, O.H., bright | 75% |
| Wood, F.H., brass | 70% |
| Wood, R.H., brass | 67½% |
| Wood, O.H., brass | 67½% |
| Wood, F.H., bronze | 65% |
| Wood, R.R., bronze | 62½% |
| Wood, O.H., bronze | 62½% |
| Square cap | 40% |
| Hexagon cap | 40% |

**SCREWS, IRON BENCH, No. 14**

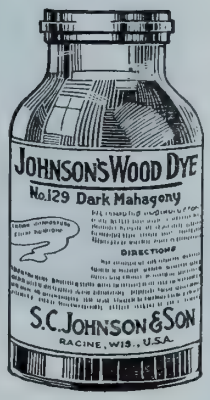
| | |
|---|---|
| 1 in. | $13 75 |
| 1⅛ in. | 17 00 |
| 1¼ in. | 20 00 |

**SCYTHES**

| | Doz. |
|---|---|
| Cast Steel | $20 00 |
| Golden Clipper | 20 95 |
| Little Giant | 22 00 |
| Bush | 20 50 |

# S. C. JOHNSON'S
# Floor Varnish

## A New Product With An Old Prestige



We might point out to you that this is a pure gum varnish, fully guaranteed, and then give you a long list of other selling points for this new Johnson Product. You, as a merchant, however, will appreciate that Johnson Floor Varnish must be up to the quality of the Johnson Products that have so long sold successfully for you, and satisfied and delighted your customers. We need only add that S. C. Johnson Floor Varnish sells at a price to give merchants a real profit. Write for prices and for information regarding free newspaper advertising for the dealer.

# S. C. Johnson and Son
## Limited
## Brantford, Canada

*If interested tear out this page and place with letters to be answered.*

**SNATHS** Doz.
00 Patent .....$17 50
1 loop ..... 16 80
2 loops ..... 15 80
3 loops ..... 14 70
Bush ..... 18 20

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**
See Weekly Reports.

**SOLDERING COPPERS**
See Coppers.

**SOLDER, BAR**
See weekly report.

**SPIDERS**
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

**SPOUTS, SAP**
Eureka, per M. ..... $15.00

**STANDS, WASHTUB**
Dowswell, doz. ..... 44 10

**STAPLES (Fence)—**
Per 100 lb. kegs
Bright .....$ 4 85
Galvanized ..... 5 85

**STOVES**
Oil Burning Cooking List each
Perfection No. 32, 2-burner.$25 50
Perfection, No. 33, 3 burner.. 31 00
Perfection No. 34, 4-burner .. 40 00
No. 22G oven for above stoves 9 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 70, each, net ..... 6 00
Detroit Glass Front Oven,
No. 85, each, net ..... ....
Hot Blast .....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

**Oil Burning Heaters** List
No. 525, each .....$ 8 75
No. 530, each ..... 9 75
No. 630, each ..... 12 50
Discount 30% off list.
Hot Blast .....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

**STRETCHERS, WIRE**
Hercules, doz. ..... $3 60

**SWEEPERS, VACUUM (Bissell's)**
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned ..... 94 00
Superba, nickeled ..... 120 00
F.O.B. factory, Niagara Falls, Ont.

**SWINGS—**
Ontario, 4-passenger ..... $8 75

**TACKS** Disc.
Wire Tacks ..... 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks .....70/15%
Shoe findings—List adopted March 24th, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares.

**TOASTERS, ELECTRIC**
Universal ..... 7 50
C. G. ..... 5 00
Discount 20 and 10%.
Canadian Beauty ..... $5 84
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverley, Wellandvale, Rixford Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

**TRACK BARN DOOR**
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz.$2 20
National Flat Track, 1¼ in. per 100 ft..... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

**TROUGH (EAVE)**
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in.....$28 80
10 in..... 17 70 18 in..... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades... | 45 | 45 | 45 |
| Draining Tools ..... | 45 | 45 | 45 |
| Hollow Back Scoops ..... | 45 | 45 | 45 |
| Sand Shovels ..... | 45 | 45 | 45 |
| Hollow Back Shovels ..... | 45 | 45 | 45 |
| Hollow Back Coal Shovels ..... | 45 | 45 | 45 |
| Riveted Back Scoops ..... | 45 | 45 | 45 |
| Miners' Spring Point Shovels ..... | 45 | 45 | 45 |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

**BLACK LIST**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades, No. 2 black ..... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black ..... | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black ..... | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black ..... | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovels, No. 2, black ..... | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

**STRETCHERS, CURTAIN—**
Star, No. 1, doz..... $27 60
Star, No. 2, doz. ..... 30 00
Sun No. 1 ..... 20 00
Sun. No. 2 ..... 22 00

**SWEEPERS—**
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. .....$ 60 00
Club, jap., cyco bearing .... 120 00
Champion, jap. fittings .... 45 00
Grand, jap., cyco b.b. ..... 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. ..... 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings..... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00
Little Daisy ..... 2 00
Little Queen ..... 3 00

**TRAPS (GAME)** Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 ..... 8 50
Hawley & Norton, No. 1.... 5 60
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

**TUBS, WOOD**
No. 0, per dozen ..... $26 40
No. 1, per dozen ..... 23 10
No. 2, per dozen ..... 20 90
No. 3, per dozen ..... 17 60
F.O.B. Newmarket.

**TWINE, BINDER** per ft.
550 feet ..... 0 17¼
550 feet ..... 0 18¾
600 feet ..... 0 20¼
650 feet ..... 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb. ..... 0 36
Cones, 3-ply, lb ..... 0 32
Do., 4-ply, lb. ..... 0 35

**VALVES AND COCKS**
Compression work—Standard. 37%
Fuller work—Standard ..... 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 ..... 30%
Bath Cocks—Compression ... 29%
Flatway stop and waste cocks, Standard ..... 40%
Roundway stop and waste cocks—Standard ..... 34%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc ..... 58%
Globe, angle and check valves, standard ..... 10%
Gate or Straightway.....16/10%
Jenkins Gate Valve .....10/7%
Jenkins Globe .....10/10%
J.M.T. ..... 20%
J.M.T. C. ..... 25%
J.M.T. Gate Valves ..... 15%
Emco. Globe & Check ..... 20%
F.O.B. Toronto

**Penberthy Brass Valves**
Gate Valves ..... 15%
Regrinding Valves ..... 10%
Swing Check Valves..... 5%
Compodisk Valves ..... 10%

**VALVES, FOOT**

| | Blk. | Galv. |
|---|---|---|
| 1¼ ... ..... | 0 58 | 0 83 |
| 1½ ... ... ..... | 0 72 | 1 10 |
| 2 ... ... ..... | 0 99 | 1 60 |

**WARES, ETC.**
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 85%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London Hamilton.

**WASHERS, WROUGHT**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mo |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. .. | $3 00 | $4 00 | $4 00 |
| Section, ½ lb., per 100 lbs. .. | 3 00 | 4 50 | 4 50 |
| Solid, 3 to 30 lbs., per cwt. ..... | 2 50 | 3 50 | 3 50 |

**WHEELBARROWS**
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. ..... 78 75
Light Garden, doz..... 85 00
F.O.B. Montreal, Toronto, London

**WIRE PRODUCTS**
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier ..... Base
No. 10 ..... $0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

**Stovepipe Wire.**
No. 18 .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

**WRENCHES, STILLSON**

| | each |
|---|---|
| 6 inch ..... | $2 00 |
| 8 inch ..... | 2 25 |
| 10 inch ..... | 3 50 |
| 14 inch ..... | 3 50 |
| 18 inch ..... | 5 00 |
| 24 inch ..... | 7 25 |
| 36 inch ..... | 13 50 |

Discount, 50% Canadian pattern; 40% on genuine.

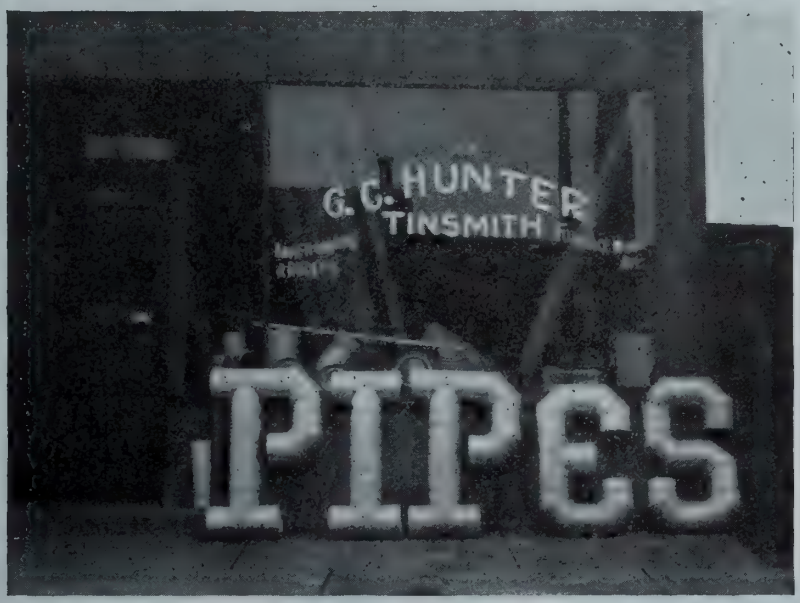
**WRENCHES, CRESCENT,** list plus 10%.

**WRINGERS, CLOTHES**
Domestic, No. 531E .....$115 00
Dom. Bench, No. 541EB .... 174 00
Favorite, No. 511E ..... 105 00
Favorite, No. 512 ..... 112 00
Royal Canadian .....94 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 231E ..... 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E ..... 95 00
Warranty ..... 115 00
Bicycle, 11 in. ..... 105 00
Eze ..... 102 00
Rapid ..... 92 00
Eureka ..... 64 00
Blue Belle ..... 115 00
Do., Folding B ..... 164 00
Rival ..... 105 00
Model ..... 91 00
Imperial ..... 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

# TINKER TOM'S TALKS.

Tinker Tom Talk No. 329

## GOOD STUFF



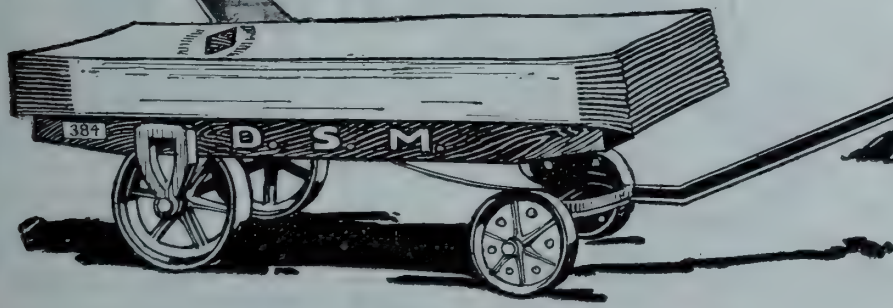

I wish you could see these sheet metal elbows, tees and pipes made up by G. C. Hunter, Tinsmith, Hamilton.

Excellent workmanship and beautiful stock, (Premier of course).

Here's a tip for a timely ad. for you Mr. Tinsmith—There's lots of fall work in sight and with reduced prices for the sheets your profit will be good.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



*If interested tear out this page and place with letters to be answered.*

# Paints, Oils, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb., bbls. .. | 10 | 10 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 | 06-09½ |
| Do., pure | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, lb. | 06-09½ |
| Do., pure | 16-18 |
| Imp. green, 100-lb. kegs | 22-23 |
| Chrome green, pure | 50-56 |
| Chrome yellow | 30-45 |
| Brunswick green, 100-lb. keg | 11-14½ |
| Indian red, 100-lb. keg | 15-20 |
| Do., No. 1, 100-lb. keg | ..-07 |
| Lamp black | 32-35 |
| Venetian red, best bright | 06½-09 |
| Do., No. 1 | 03¾-05½ |
| Drop black, pure dry | ..-20 |
| Golden ocre, 100-lb. kegs | ..-09 |
| White ochre, 100-lb. keg | ..-06 |
| Do., barrels | ..-05 |
| Yellow ochre, barrels | 04-05½ |
| French ochre, barrels | ..-10½ |
| Spruce ochre, 100-lb. kegs | 05-08 |
| Can. red oxide, bbls. | 02¾-04½ |
| Super magnetic red | 0 05 |
| Vermillion | 1 00 |
| English vermillion | 2 25 |

F.o.b. Montreal, Toronto.

**COLORS IN OIL, PURE**

| | 1 lb. tins |
|---|---|
| Venetian red | 0 27 |
| Indian red | 0 36 |
| Chrome yellow, pure | 0 70 |
| Golden ochre, pure | 0 35 |
| French spruce ochre, pure | 0 30 |
| Greens, pure | 0 35 |
| Siennas | 0 36 |
| Umbers | 0 36 |
| Ultramarine blue | 0 70 |
| Prussian blue | 1 20 |
| Chinese blue | 1 20 |
| Drop black | 0 42 |
| Ivory black | 0 44 |
| Signwriters' black, pure | 0 48 |
| Lampblack | 0 48 |
| Imperial black, 25-lb. irons | 0 39 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Dougall white enamel | $ 7 43 |
| Vitralite | 7 77 |
| Duralite | 5 95 |
| Old Dutch | 6 27 |
| S-H "White" Enamel | 8 00 |
| Martins, White | 7 00 |
| Satinette | 6 23 |
| C.P. Co. Albagloss | 6 30 |
| C.D. Master Painters' | 8 20 |
| Mooramel | 7 00 |
| Sunshine, white | 7 00 |
| Kyanize | 8 00 |
| Solpar | 4 50 |
| Paripan | 9 00 |
| Jasperlac | 5 00 |
| Invincible | 7 50 |
| Hillcrest | 7 00 |
| Amelite A. & E. | 8 40 |
| Adelite, A. & E. | 6 15 |
| Floglaze | 5 00 |

| GLUE | Per lb. |
|---|---|
| English, sheet | 30-32 |
| White pigsfoot | ..-50 |
| Cake bone, 112-lb. bags | 30-32 |
| Hides, 112-lb. bags | 35-40 |
| Ground glues, 112-lb. bags—English, per lb. | 30-32 |
| Canadian, per lb. | 27-30 |

**GLASS LIST**

| United In. | Star or 16 oz. | Double or 24 oz. |
|---|---|---|
| Up to 25 | $11 00 | $16 40 |
| 26 to 40 | 14 00 | 20 90 |
| 41 to 50 | 15 00 | 23 00 |
| 51 to 60 | 16 00 | 24 00 |
| 61 to 70 | 17 00 | 25 00 |
| 71 to 80 | ..... | 27 00 |
| 81 to 84 | ..... | 34 00 |
| 85 to 90 | ..... | 36 50 |
| 91 to 94 | ..... | 37.25 |
| 95 to 100 | ..... | 43.75 |

Discount box glass—For Montreal glass prices, see other list. Toronto. 50%; London, 50%.
Cut size sheet glass, 70% off of November, 1920.

**MONTREAL WINDOW GLASS LIST.**
In case lots—June 30th, 1921.

| | Star | D.D. |
|---|---|---|
| Up to 25 | $ 5 50 | $ 9 05 |
| 26 to 40 | 6 95 | 11 40 |
| 41 to 50 | 7 65 | 12 55 |
| 51 to 60 | 7 95 | 13 05 |
| 61 to 70 | 8 35 | 13 65 |
| 71 to 80 | 8 80 | 14 40 |
| 81 to 84 | 10 30 | 17 70 |
| 85 to 90 | 10 85 | 18 55 |
| 91 to 95 | | 20 80 |
| 96 to 100 | | 22 60 |

**GLAZIERS' POINTS**
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, pure | 11 50 | 11 95 |
| Champion, pure | 11 50 | 11 95 |
| Crown Diamond, pure | 11 50 | 11 95 |
| Green Seal | 11 50 | 11 95 |
| I.V. Perfection | 11 50 | 11 95 |
| Ramsay's Pure | 11 50 | 11 95 |
| Moore's Pure | 11 50 | 11 95 |
| Tiger, pure | 11 50 | 11 95 |
| O.P.W., Dec. pure | 11 50 | 11 95 |
| Red Seal | 11 50 | 11 95 |
| Elephant Genuine | 12,00 | 12 45 |

B. B. Genuine Lead, less than tons, Montreal, $12.75, Toronto, 13.20.

| LEAD (RED DRY) | Per 100 lbs. |
|---|---|
| Genuine, 560 lb. casks | $13 00 |
| Genuine, 100 lb. casks | 14 00 |
| Less quantity | 15 00 |

F.o.b. Montreal, Toronto.

| Lead (red in oil) | |
|---|---|
| 25s | 0 18 |
| 10s | 0 19 |
| 5s | 0 20 |
| 1s | 0 23 |

F.o.b. Toronto, Montreal, Hamilton

**LINSEED OIL**
For prices see weekly report.

**LITHARGE**

| | |
|---|---|
| Casks, per cwt. | $17 00 |
| Smaller quantities, per lb. | 0 20 |

**LIQUID, BRONZING**

| | |
|---|---|
| Bronzing liquid, No. 1 | $1.55-$2.15 |
| Banana oil, gal | 4 25 |

F.o.b. Montreal, Toronto

| MURESCO | Per 100 lbs. White | Tints |
|---|---|---|
| 350-lb. bbls. | $7 15 | $8 25 |
| 200-lbs., half bbls. | 8 00 | 9 10 |
| 100-lbs., kegs | 8 25 | 9 35 |
| Cases 20 5-lb. pkgs. | 8 80 | 9 90 |

F.O.B. Toronto.

**OILS—**

| | |
|---|---|
| Fly, Creonoid— | |
| Barrels, per gal. | 0 65 |
| Half-barrels, per gal. | 0 70 |
| 5s and 10s, per gal. | 0 80 |
| 1s (1 doz.) | 13 00 |
| ½ gal. cans, 1 doz. to case | 9 00 |

**PAINTS, PREPARED**
See weekly report.
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant white | $4 35 |
| Sanitone, white | 3 85 |
| Sanitone, colors | 3 75 |
| C.P. Co., pure, white | 4 45 |
| C.P. Co., pure, colors | 4 10 |
| C.P. floor paint | 3 95 |
| Elephant floor paint | 3 70 |
| Victoria floor paint | 3 40 |
| B.-H. English, colors | 4 10 |
| B.-H. English, white | 4 45 |
| B.-H. Fresconette, white | 3 85 |
| B.-H. Fresconette, colors | 3 75 |
| B.-H. Floor | 3 95 |
| B.-H. Porch Floor | 4 10 |
| Crown Diamond, white | 4 20 |
| Crown Diamond, colors | 3 85 |
| Crown Diamond Floor | 3 70 |
| Crown Diamond, porch | 3 80 |
| Do., Flat Wall Tone, white | 3 85 |
| Do., colors | 3 75 |
| Moore's House Colors, white | 4 35 |
| Do., House Colors, colors | 4 10 |
| Do., Preservo Paint, white | 2 95 |
| Do., colors | 2 85 |
| Do., floor paint | 3 80 |
| Do., Sani-Flat | 3 80 |
| Moore's Porch and Deck Paint | 4 10 |
| I.V. Elastica, white | 3 95 |
| I.V. Elastica, colors | 3 70 |
| I.V. Flatine, int. wall, white | 3 85 |
| I.V. Flatine, int. wall, colors | 3 75 |
| Jamieson's Crown Anchor | 3 85 |
| O.P.W. Canada Brand, white | 4 45 |
| O.P.W. Canada Brand, colors | 4 10 |
| O.P.W. Canada Brand, floor | 3 95 |
| O.P.W. Flat Wall, white | 3 85 |
| O.P.W. Flat Wall, colors | 3 75 |
| Ramsay's Pure, white | 4 30 |
| Ramsay's Pure, colors | 3 95 |
| Ramsay's floor | 3 80 |
| Ramsay's porch | 3 95 |
| Glidden's white | 4 45 |
| Glidden's colors | 4 10 |
| Martin-Senour, 100%, white | 4 45 |
| Martin-Senour, 100%, colors | 4 10 |
| Martin-Senour, Porch Paint | 4 10 |
| Martin-Senour, Neutone, white | 3 85 |
| Martin-Senour, Neutone, colors | 3 75 |
| Martin-Senour, Floor Paint | 3 95 |
| Sherwin-Williams, white | 4 45 |
| Sherwin-Williams, colors | 4 10 |
| Sherwin-Williams, floor | 3 95 |
| Sherwin-Williams, porch paint | 4 10 |
| Flat Tone, white | 3 85 |
| Flat Tone, colors | 3 75 |
| Maple Leaf, white | 4 45 |
| Maple Leaf, colors | 4 10 |
| Maple Leaf, floor | 3 95 |
| Pearcy's Prepared, colors | 3 60 |
| Pearcy's Prepared, white | 4 00 |
| Pearcy's Prepared, floor | 3 30 |
| A. & E. Adelite, white | 4 45 |
| Do., colors | 4 10 |
| Do., Industrial white | 3 50 |

Barrett Products

| Everjet Elastic Carbon Paint— | Mont. | Tor. |
|---|---|---|
| Barrels, per gal. | 0 80 | 0 80 |
| Half-barrels, per gal. | 0 85 | 0 85 |
| 5s and 10s, per gal. | 0 95 | 0 95 |
| 1s, per case, doz. | 12 00 | 10 50 |
| Everjet Black Enamel— | | |
| Crates 2 doz., 8 oz. | $1 45 | $1 45 |
| Crates 12 doz., 8 oz. | 1 40 | 1 40 |
| 1-gal. cans, gal | 1 50 | 1 50 |
| 5-10 gal. cans, gal. | 1 35 | 1 35 |
| Barrels-half bbls., gal | 1 25 | 1 25 |
| Carbosota Liquid Creosote Oil— | | |
| Barrels | 0 60 | 0 60 |
| Half barrels | 0 65 | 0 65 |
| 5s and 10s, gal | 0 75 | 0 95 |
| 1s (case 12 gals.) | 8 50 | 9 50 |
| H., T. & A. Co.'s Creosote Oil— | | |
| Barrels | 0 45 | |
| Half-barrels | 0 50 | |
| 5s and 10s | 0 60 | |

F.o.b. Montreal, Toronto.

**PARIS GREEN** 100-lb. lots

| | |
|---|---|
| ½-lb. paper cartons, per lb. | 0 52 |
| 1-lb. paper cartons, per lb. | 0 50 |
| ½-lb. tins, per lb. | 0 54 |
| 1-lb. tins, per lb. | 0 52 |
| 25-lb. tins, per lb. | 0 48 |
| 50 and 100-lb. drums, per lb. | 0 46 |
| 250-lb. kegs, per lb. | 0 44½ |
| 600-lb. barrels, per lb. | 0 44 |

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

**PUTTY**
See Weekly Report.

**ROSIN—**

| In barrel lots. | Per cwt. lbs. |
|---|---|
| G, medium grade | 8 50 |
| Water white | 10 00 |

**SHELLAC.**

| | Per Gal. Pure White | Pure Orange |
|---|---|---|
| In bbls. | $4 25 | $3 75 |
| Gal. Jugs. | 4 75 | 4 25 |

F.O.B. Toronto, London, and Montreal.

**SHINGLE STAINS**

| | Ord. Colors | Greens |
|---|---|---|
| M.L. Creosot | 1 40 | 1 60 |
| Solignum | 1 25 | 1 60 |
| Martin Senours | 1 40 | 1 60 |
| Elastica | 1 40 | 1 60 |
| Hillcrest | 1 40 | 1 60 |
| "C.D." Shingle Stain | 1 35 | 1 50 |

| TAR | Mont. | Toronto |
|---|---|---|
| Coal Tar, refined | 10 25 | 10 50 |
| Do., crude | 9 00 | 9 25 |

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans | 3 00 |
| B.H. Vanisher | 3 60 |
| Chalco | 3 60 |
| Klensa | 3 60 |
| Cumoff | 3 60 |
| Dougall Lingerwett | 3 60 |
| Takeoff | 3 60 |
| O.P.W. Presto | 3 60 |
| Solvo | 3 60 |
| Varn-off | 3 25 |
| Adelite | 3 60 |

| VARNISHES | Per gal cans |
|---|---|
| B.-H. Floor | 4 80 |
| B.-H. Maritime Spar | 6 03 |
| B.-H. Hard Oil | 3 24 |
| B.-H. Gold Medal | 4 02 |
| Elastilite | 3 85 |
| Granitine Floor Finish | 3 85 |
| Hydrox Spar | 3 95 |
| C.P.C. Sun Varnish | 4 30 |
| C.P.C. Sun Aero Spar | 4 50 |
| C.P.C. Sun Waterproof Floor | 4 40 |
| I.V. Elastica, No. 1 | 5 74 |
| Do., No. 2 | 5 25 |
| Do., Floor | 4 88 |
| Jasperite Interior and Exterior | 3 75 |
| Jasperite Indestructo, floor | 3 75 |
| Jasperite Pale Hard Oil | 2 75 |
| P. & L. No. 61 | 5 00 |
| Jamieson's Copaline | 4 25 |
| M-S Marble-Ite Floor | 4 87 |
| M-S Wood-Var | 4 87 |
| M-S Durable Spar | 5 78 |
| M-S Finest Interior | 5 23 |
| Moorlastic Floor | 4 25 |
| T. 45 Floor | 3 50 |
| Moorvar Interior | 3 25 |
| Moore's Spar | 5 00 |
| Elastic Interior | 5 14 |
| Mar-not | 4 40 |
| Quick Action House | 2 65 |
| Rexspar | 5 64 |
| Scar-Not | 5 13 |
| Solpar, Spar Marine | 6 00 |
| Solpar House Spar | 4 50 |
| Solpar Floor | 4 50 |
| Solpar Interior | 3 50 |
| Kyanize Spar | 5 15 |
| Kyanize Cabinet Rubbing | 4 85 |
| Kyanize Interior and Floor | 4 85 |
| Luxeberry light | 4 73 |
| Luxeberry granite | 4 90 |
| Luxeberry spar | 5 62 |
| Ramsay's Universal | 3 75 |
| Ramsay's Agate Floor | 3 95 |
| Ramsay's 400 Hard Oil | 3 25 |
| Ramsay's, No. 720 | 3 00 |
| Crown Diamond Floor | 4 25 |
| "C.D. Big 4" Exterior | 5 00 |
| "C.D. Big 4" Interior | 4 50 |
| "C.D. Big 4" Floor | 4 40 |
| C. D. General Purpose | 4 15 |
| C. D. Furniture | 2 05 |
| Dougall Univarnish, clear | 4 40 |
| Dougall Transparent, spar | 4 90 |
| Dougall Transparent, floor | 4 40 |
| Copalite | 4 00 |
| Adelite, No. 103, Floor | 4 56 |
| Adelite, No. 105, Flat | 4 56 |
| Adelite, No. 100, Spar | 6 00 |

F.o.b. Montreal, Toronto.

**WATER PAINTS**

| | |
|---|---|
| Rockface, bbls., 250 lb. | 0 05 |
| Opalite, 300 lb. bbls. | 0 13½ |
| Opalite, 100 lb. kegs | 0 14½ |
| 1 gal. packages, per pkg. | 0 75 |
| ½ gal. package, per pkg. | 0 40 |

**WATER PAINTS** (per 100-lbs.)

| 5-lb. pkgs. | White | Colors |
|---|---|---|
| Decotint | 9 00 | 9 00 |
| Coralite | 9 50 | 9 50 |
| Perfecto | 8 50 | 9 50 |
| Solpar | 8 80 | 9 90 |
| C. D. Wall Coating, white | 8 75 | |
| Do., colors | 9 25 | |
| A. & E Hygiene Kal. | 0 42 | 0 48 |
| Do. in 100 lb. kegs | 0 03 | .... |
| Do., in 300 lb. bbls | 0 08 | .... |

**WASTE**

| | |
|---|---|
| Cream, Polishing | 0 19½ 0 20 |

**WHITE**

| | | | |
|---|---|---|---|
| XXX | 0 18½ | XXX ex. | 0 17 |
| XX | 0 16½ | XX grad. | 0 16 |
| X | 0 15½ | XLCR | 0 15 |
| XC | 0 14½ | X empire | 0 14 |
| | | X press | 0 13 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 1 | 0 13½ | Fancy | 0 14 |
| No. 1A | 0 11½ | Lion | 0 12½ |
| No. 7 | 0 12½ | Standard | 0 11 |
| No. 1B | 0 10½ | Popular | 0 10 |
| | | Keen | 0 09 |

Above lines subject to trade discount for quantity.

**WAX**

| | |
|---|---|
| B.H. Wax | 0 50 |
| Berry Bros. | 0 70 |
| Imperial Floor Wax | 0 40 |
| Anchor | 0 33 |
| O.P.W. Lion Brand | 0 50 |
| Old English | 0 67 |
| Johnson's | 0 67 |
| Jamieson's liquid wax, gal. | 3 50 |
| Ramsay's | 0 45 |
| Martin-Senours | 0 58 |
| I.V. Wax | 0 59 |
| Sherwin-Williams | 0 60 |
| Solpar | 0 40 |
| Sturgeon French Polish | 0 60 |
| Crown Diamond | 0 45 |
| Hillcrest | 0 45 |
| Plymouth Rock | 0 60 |
| Champion White | 0 50 |

F.o.b. Montreal and Toronto.

**WHITING**
Gilders, bolted, in bbls. 3 24

| WOOD ALCOHOL | Per gal |
|---|---|
| In five gallons | $2 75 |
| Methylated Spirits | 1 90-2 56 |

F.o.b. Montreal, Toronto London

# GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Wire or Phone for Prices*

**Hobbs Manufacturing Company, Limited.**

MONTREAL TORONTO LONDON WINNIPEG

**Maple Leaf Stitched Cotton Belting**

**Longer Life**

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write to-day.

**The Dominion Belting Co., Limited**
Hamilton, Canada

**STERLING TWINES**

Made of
FLAX, JUTE, HEMP, COTTON, YUCATAN
Manufactured by
**The J. R. SterlingTwine Company Ltd.**
**Walkerton, Ontario**

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

**Window Glass**

*Also Plate, Figured, Bent, and Ornamental Glass*

RED S

*Stained, Wired, Mirror*

*Order Early*

**The Toronto Plate Glass Importing Co., Limited**
**Don Roadway** **Toronto**


*If interested tear out this page and place with letters to be answered.*

# Winnipeg Hardware Quotations

**AMMUNITION**

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

**AMMUNITION, DOMINION**

| | Blk. List | Lesmok List | Smkless List |
|---|---|---|---|
| BB Caps .. | ..... | ..... | $ 7 00 |
| 22 Short .. | ..... | $10 00 | 10 70 |
| 22 S. Mush. | ..... | ..... | 11 50 |
| 22 Long ... | ..... | 12 00 | 15 00 |
| 22 L. Mush. | ..... | ..... | 16 00 |
| 22 L.D. do. | ..... | ..... | 18 70 |
| 22 L. Rifle. | ..... | 14 00 | 17 50 |
| 25 Short .. | $23 50 | ..... | ..... |
| 32 Short ... | 28 50 | ..... | 70 00 |
| 25/20 ..... | ..... | ..... | 70 00 |
| 25 Colt Auto | ..... | ..... | 53 00 |
| 30 Mausey . | ..... | ..... | 91 00 |
| 32 S. & W. | ..... | ..... | 42 00 |
| 32 S. Colt . | 33 50 | ..... | ..... |
| 32 Colt Auto | ..... | ..... | 63 00 |
| 32/30 ..... | ..... | ..... | 70 00 |
| 38 S. & W. | ..... | ..... | 54 50 |
| 44 G. Getter | ..... | ..... | 66 50 |
| 44/40 ..... | ..... | ..... | 84 00 |
| 455 Target . | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross ... | ..... | ..... | 209 00 |
| 25/35 ..... | ..... | ..... | 125 50 |
| 30/30 ..... | ..... | ..... | 144 50 |
| 303 Savage. | ..... | ..... | 144 50 |
| 303 British. | ..... | ..... | 190 00 |
| 32/40 ..... | ..... | ..... | 121 50 |
| 32 Special.. | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. ... | ..... | ..... | 190 00 |
| 35 Rem. Rim. | ..... | ..... | 159 50 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 38/55 ..... | ..... | ..... | 152 00 |
| 45/70-405 .. | 188 00 | ..... | ..... |

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

**ANVILS**

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

**AUGER BITS**

Standard List Prices per Dozen.

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices.

Irwin .....15% on list

Common .....20% off list

**AXES**

| | | |
|---|---|---|
| Single Bit ..... | $15 50 | $19 00 |
| Double Bit ..... | ..... | 24 00 |
| Broad Axes ..... | | 60 00 |

**AXES, BENCH**

| | |
|---|---|
| No 2 ..... | $ 20 52 |
| No 3 ..... | 23 10 |
| No. 4 ..... | 25 14 |
| No. 5 ..... | 27 70 |
| No. 6 ..... | 30 80 |

**BAR IRON**

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

**BARS, CROW,** $12.00 per 100 lbs.;

**BELT LACING**

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

**BELTING**

Rubber, 6 in. and under 54%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double' 'list is just twice the

**BOARD, BEAVER** Per M ft.

1,000 ft. to 5,000 ft..... $51.50

**BOILERS, RANGE**

30-gal., each .....$ 10 00

**BOLTS—**

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

**BORAX** Borax, per lb., 12c.

**BUTTS**

Plated—No. 241 Antique Copper and Dull Brass Finish.

| | Per pr. |
|---|---|
| 2½ x 2½ in. ..... | 0 36 |
| 3 x 3 in. ..... | 0 37 |
| 3½ x 3½ ..... | 0 38 |
| 4 x 4 in. ..... | 0 50 |
| 4½ x 4½ ..... | 0 75 |
| 5 x 5 in. ..... | 1 30 |

Wrought Steel—

| | |
|---|---|
| No. 800 ..... | net prices |
| No. 804 ..... | net prices |
| No. 838 ..... | net prices |
| No. 840 ..... | net prices |

**CARPET FELT** Per Roll

| | |
|---|---|
| 16 oz.—50 lbs. ..... | 4 70 |
| 20 oz.—54 lbs. ..... | 5 90 |

**CHAIN**

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

**CHIMNEYS, LAMP**

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

**CHOPPERS, FOOD**

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

**CHURNS**

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

**CLEVISES, MALL.** 21c per lb.

**CLIPPERS, HORSE** Each

| | |
|---|---|
| Stewart, No. 1 ..... | $10 88 |
| Hand, Newmarket ... ..... | 3 69 |

**CLOCKS—Alarm**

| | Each |
|---|---|
| Big Ben ..... | $3 85 |
| Baby Ben ..... | 3 85 |
| America ..... | 1 80 |
| Sleepmeter ..... | 2 35 |

**CLOTHES LINE WIRE** Doz.

| | |
|---|---|
| 50 foot, 19 g. ..... | $4 40 |
| 100 foot, 19 g. ..... | 7 25 |

**COPPER**

Sheet and planished copper, 60c per lb. Tinned, 75c.

**CORD SASH**

Coils or Hanks.

8, 9, 10 ..... $0 53 lb.

**DRILLS**

See Eastern list.

| | |
|---|---|
| Bit stock discount ..... | 40% |
| Blacksmiths' ½ inch shank... | 25% |
| Straight shank ..... ..... | 25% |
| Do., wire ..... ..... | 25% |
| Taper shank ..... ... ..... | 25% |

**EAVETROUGH**

Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.

Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

**ENAMELWARE**

See Ware

**FILES**

| | |
|---|---|
| Globe ..... | Discount 50/5% |
| Nicholson Gen. ..... | Discount 30% |

**FITTINGS—Malleable**

| | |
|---|---|
| Class A ..... | 55% |
| Class B and C, off new list. | 65% |
| Bushings ..... | 20% |
| Unions, "Dart"— | |
| ¼ to 2-in. ..... | Net list |
| ⅛, 2½, 3½ and 4-in. .. | Net list |
| Nipples, 4 in. and under ... | 40% |

**FRY PANS** Each

| | |
|---|---|
| Cast iron, No. 8..... | $1 05 |
| No. 9..... | 1 15 |

**GALVANIZED WARE**

See Wares.

| **GLASS, WINDOW** | Single | Double |
|---|---|---|
| Up to 25-in. ..... | $ 7 50 | .... |
| 26 to 40 in. ..... | 9 22 | 14 18 |
| 41 to 50 in. ..... | 9 98 | 14 86 |
| 51 to 60 in. ..... | 10 30 | 15 82 |
| 61 to 70 in. ..... | 10 70 | 16 42 |

**GLASS (Plate)**

60 per cent.

| **GLOBES, LANTERN** | Doz |
|---|---|
| Cold Blast ..... | $ 1 50 |
| Short ..... ..... | 1 50 |
| Genuine Ruby .... ..... | 5 00 |

**GRIDDLES, PANCAKE**

| | |
|---|---|
| Round, No. 1 ..... | $1 05 |
| No. 2 ..... | 1 15 |
| Oblong, No. 8L ..... | 1 10 |
| No. 9L ..... | 1 25 |
| No. 3 ..... ..... | 1 90 |

**GRINDSTONES**

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

**HARVEST TOOLS.** 50% and 10%.

**HAMMERS—Adze-Eye, Plain**

| | Doz. |
|---|---|
| No. 0, 1½ lb. ..... | $20 20 |
| No. 1, 1¼ lbs. ..... | 19 05 |
| No. 1½, 1 lb. ..... | 18 95 |
| No. 2, 13 oz. ..... | 18 50 |
| No. 22, 1¼ lbs. ..... | 15 00 |
| No. 21, 1 lb. ..... | 13 65 |

| **Bell Face** | Doz. |
|---|---|
| No. 61, 1¼ lbs. ..... | $19 05 |
| No. 61½, 1 lb. ..... | 18 95 |
| No. 62, 13 ozs. ..... | 18 50 |
| No. 65, 1¼ lbs..... | 15 00 |
| No. 64, 1 lb. ..... | 13 65 |

**HAMMERS, MACHINISTS'**

| | Doz. |
|---|---|
| No. 30 up to and including | |
| No. 1 ..... | $13 85 |
| No. 1½ ..... | 16 15 |
| No. 2 ..... | 18 50 |
| No. 2¼ ..... | 20 20 |

**HAMMERS, MASONS'**

No. 43, 5 lb. and over, $23 per cwt.

**HAMMERS' STRIKING**

Double face, No. 38, 5 lbs., $17.00. per cwt.

**HINGES**—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

**HORSESHOES**

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

**HOSE, GARDEN**

| | 8-ply | Per 100 ft. Multiple |
|---|---|---|
| ½ in. .... ..... | $13 00 | $21 00 |
| ⅝ in. .... .... | 16 00 | ..... |
| ¾ in. .... .... | 17 00 | 28 00 |

| **IRON, GALVANIZED** | Apollo and "Fleur Premier de Lis |
|---|---|
| 10¾ oz. or 28 Eng. ..... | $9 85 |
| 28 Am. or 26 Eng. ..... | 9 45 |
| 26 Am. or 26 Eng. ..... | 8 95 |
| 24 ..... | 8 80 |
| 22 ..... | 8 80 |
| 18 and 20 ..... | 8 65 |
| 16 ..... | 8 50 |

**IRONS, SAD**

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

| | |
|---|---|
| Mrs. Potts' No. 55, set ..... | $2 60 |
| Mrs. Potts, No. 50, set ..... | 2 70 |

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

**JACKSCREWS**

15% on list.

**KNIVES—HAY**

| | |
|---|---|
| Heath's ..... | $17 50 |
| Lightning ..... | 17 50 |

**LADDERS, STEP**

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

**LADDERS, EXTENSION**

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

**LANTERNS**

Cold Blast

| | |
|---|---|
| No. 2 Japaned ..... | 13 50 |
| No. 2, Coppered ..... | 16 25 |
| No. 2, plain ..... | 12 75 |
| Short Globe, doz. ..... | 12 75 |

**LATCHES—THUMB, STEEL**

| | Doz. |
|---|---|
| 102 ..... | $2 40 |
| 103 ..... | 2 45 |
| 104 ..... | 2 85 |
| Barn Door | |
| 5 ... ..... | 3 85 |
| 8 ..... ..... | 4 25 |
| 9 ..... ..... | 6 50 |

**LEAD PIPE,** $12.06.

**LEAD WASTE,** $12.96.

**WHITE LEAD**

Decorators' pure, 25 lb. drums. $16.10 per 100 lbs.

**LINSEED OIL**

See weekly report

**MACHINES—WASHING**

| | |
|---|---|
| Dowswell ..... | $0 55 |
| New Century ... ... | |
| Canadian ..... | 10 85 |

**MATTOCKS**

Pick, $14.25; cutter, $14.25.

**MOPS**

| | |
|---|---|
| O-Cedar, No. 1 ..... | $16 00 |
| O-Cedar, No. 3 ..... | 16 00 |
| Self-wringing .. .. ..... | 6 70 |
| Mop Handles ..... | 2 10 |

**MOWERS—LAWN**

| | 12 in | 14 in. | 16 in. |
|---|---|---|---|
| Woodyatt .... .. | $ 12 00 | $12 75 | |
| Empress ..... .... | 14 25 | 15 00 | |
| Daisy .... ..... | 8 75 | 9 50 | |
| Star ..... ..... | 7 40 | 7 85 | |
| K—3-blade | 9 60 | 10 25 | 10 60 |
| C—4-blade | 10 70 | 11 25 | 11 75 |
| BB—4-bld. | 12 45 | 13 00 | 13 65 |

**NAILS**

Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

**NAILS, HORSE, 25-lb. Box**

| | MRM | Capewell | New Peerless |
|---|---|---|---|
| No. 4 ..... | .... | .... | $7 75 |
| No. 5 ..... | $5 25 | $7 00 | 5 75 |
| No. 6 ..... | 5 00 | 6 75 | 5 50 |
| No. 7 ..... | 4 75 | 6 50 | 5 25 |
| No. 8 ..... | 4 75 | 6 25 | 5 00 |
| No. 9 ..... | 4 00 | 6 00 | 4 75 |

# Wa-Ko-Ver Stain
## Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

*Write Us For Reasons Why You Should Handle This.*

"Save the surface and you save all" *Paint & Varnish*

## G. F. Stephens & Co., Limited

***Paint and Varnish Makers***

**Winnipeg** **Calgary** **Edmonton**

*If interested tear out this page and place with letters to be answered.*

# Winnipeg Hardware Quotations—Continued

**NETTING—POULTRY**

| | |
|---|---|
| 1 in. mesh x 24 in. | $6 61 |
| 30 in. | 8 [illegible] |
| 36 in. | 10 [illegible] |

**NUTS**

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

**OAKUM**

| | |
|---|---|
| Clipper, spun, bale 50 lbs. | $11 50 |
| Clipper, unspun, bale, 50 lbs. | .... |
| Plumbers, bale 50 lbs. | 5 00 |

| **OILS—** | Gallon |
|---|---|
| Kerosene | 0 20½ |
| Gasoline | 0 39 |
| White Rose Gasoline | 0 39 |
| En-ar-co Motor Oil, med. and heavy | 1 15 |
| Do., ext. heavy | 1 25 |
| Black (summer) | 0 32½ |
| Black (winter) | 0 33 |
| Imperial kerosene tractor | 1 35 |
| Capital cylinder | 0 96½ |
| Castor machine | 0 60½ |
| Imperial gas engine | 0 65 |
| Discount 10%. | |
| Polarine | 1 25 |
| Polarine A | 1 25 |
| Polarine heavy | 1 25 |
| Gargoyle Mobile A | 1 71½ |
| Gargoyle Mobile B | 1 81½ |
| Gargoyle Mobile BB | 1 81½ |
| Gargoyle Mobile E and Arctic | 1 56½ |
| Fuel oil | On application |
| Discount 25%. | |
| Wm. Penn Motor, medium | 1 25 |
| Do., heavy | 1 25 |
| French C, medium | 0 60 |
| French A, heavy | 1 00 |
| Transmission, No. 1 | 1 00 |
| Steam sylinder, No. 650C. | 1 00 |
| Volunteer, reg. gas engine | 0 65 |
| Century caster machine | 0 50 |
| Melrose Harvester machine | 0 70 |
| 25% and 10%. | |

**PAINTS, PREPARED**

See weekly report.

(1 gallon can basis)

| | |
|---|---|
| Stephens' white | $4 60 |
| Stephens' colors | 4 25 |
| Stephens' floor | 4 10 |
| Silkstone white | 4 00 |
| Silkstone colors | 3 90 |
| Stephens' barn | 2 35 |
| Stephens' barn, extra color | 2 55 |
| Lion white | 4 60 |
| Lion colors | 4 25 |
| H.D. floor | 4 10 |
| Velvetone white | 4 00 |
| Velvetone tints | 3 90 |
| Ramsay's white | 4 45 |
| Do., colors | 4 10 |
| Dultone, White | 4 00 |
| Do., colors | 3 90 |
| Martin-Senour, white | 4 60 |
| Senour's floor | 4 10 |
| M.S. Neutone, white | 4 00 |
| M.S. Neutone, colors | 3 90 |
| M.S. Red Schoolhouse | 2 50 |
| M.S. Standard Barn | 1 37 |

**PAPER, BUILDING**

| | |
|---|---|
| Dry Fibre, No. 1 | $1 25 |
| Sunrise | 1 00 |
| Anchor, tarred | 1 45 |
| O.K. tarred | 1 45 |
| Tarred Felt | 5 85 |

**PICKS, CLAY**

5-6 lbs., $10.25; 6-7 lb., $11.25 doz.; 7-8 lb., $12.25.

**PIPE, WROUGHT**

Per 100 feet.

| | Blk. | Galv. |
|---|---|---|
| ⅛ in. | $ 6 85 | $ 9 25 |
| ¼ in. | 5 40 | 7 90 |
| ⅜ in. | 5 52 | 8 05 |
| ½ in. | 7 18 | 9 12 |
| ¾ in. | 8 58 | 11 07 |
| 1 in. | 12 30 | 15 95 |
| 1¼ in. | 16 62 | 21 60 |
| 1½ in. | 19 90 | 25 83 |
| 2 in. | 26 75 | 34 75 |
| 2½ in. | 42 30 | 54 95 |
| 3 in. | 55 35 | 71 87 |
| 3½ in. | 73 23 | 91 30 |
| 4 in. | 86 75 | 110 30 |
| 4½ in. | 99 50 | 126 95 |
| 5 in. | 116 05 | 148 00 |
| 6 in. | 150 50 | 191 98 |

**PLASTER PARIS**

Per barrel ..... 6 75- 7 50

**PLATES, CANADA**

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

**POLISH**

| | Liquid Veneer Doz. | O-Cedar Doz. |
|---|---|---|
| 4-oz. | $ 2 40 | $ 2 40 |
| 12-oz. | 4 80 | 4 80 |
| 1-quart | 10 00 | 12 00 |
| ½-gal. | .... | 20 00 |
| 1-gal. | 28 06 | 28 00 |

**PULLEYS, CLOTHES LINE**

| | Doz. |
|---|---|
| No. 58, jap. 5" wheel | $4 90 |
| No. 158, gal. 5" wheel | 5 10 |

**PUMP OILERS, GENUINE CANNON**

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

**PUMPS**

Pitcher spout, No. 1, $3 each: No. 2, $3.55 each; No. 3, $3.80 each: No. 4, $4.60 each.

**PUTTY**

| | |
|---|---|
| 100-lb. irons | $5 00 |
| 20-lb. irons, per cwt. | 5 50 |
| 1½ lb. tins | 0 10½ |

**RIVETS AND BURRS**

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

**ROPE**

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c

**SANDPAPER—**

| | B. & A. Quire | B. & A. Ream | Star Quire | Star Ream |
|---|---|---|---|---|
| 00, 0 | $0 41 | $ 7 10 | $0 43 | $ 7 [illegible] |
| ½ | 0 43 | 7 55 | 0 43 | 7 [illegible] |
| 1 | 0 48 | 8 55 | 0 45 | 8 [illegible] |
| 1½ | 0 52 | 9 95 | 0 50 | 9 [illegible] |
| 2 | 0 58 | 11 50 | 0 60 | 11 00 |
| 2½ | 0 75 | 13 25 | 0 80 | 14 65 |
| 3 | 0 85 | 15 10 | 0 90 | 16 70 |

**SASH BALANCES (Caldwell)**

50% on list.

**SAWS, BUCK**

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

**SCREWS**

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

| **SCYTHES—** | Doz. |
|---|---|
| Bramble | $..... |
| Bush | 20 50 |
| Excelsior | .... |
| Cast | 20 00 |

**SHOVELS AND SPADES**

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

**SLEDGES, BLACKSMITHS'**

No. 37, 5 lbs. and over, $20.25 per cwt.

**SNATHS**

| | |
|---|---|
| No. 2 loop | $17 25 |
| Bush | 19 50 |

**STEEL SHEETS, BLACK**

| | |
|---|---|
| 10 gauge | $6 00 |
| 12 gauge | 6 00 |
| 14 gauge | 6 05 |
| 16 gauge | 6 15 |
| 18-20 gauge | 6 80 |
| 22-24 gauge | 6 85 |
| 26 gauge | 6 90 |
| 28 gauge | 7 15 |

| **STANDS** | Each |
|---|---|
| Washtub, Reverse Drip | $4 15 |
| Range boiler, 12 in. | 1 50 |

| **SWEEPERS — VACUUM** | Doz. |
|---|---|
| Grand Rapids, nickeled | $109 00 |
| Household, japanned | 97 00 |
| Superba, nickeled | 123 00 |

| **SWEEPERS, TOYS, BISSELL'S** | |
|---|---|
| Little Daisy, per gross | 35 00 |
| Little Queen, per gross | 53 00 |

F.O.B. jobbers' warehouses, Winnipeg.

**SOLDER**, per lb., 26 to 27c.

**SPIKES — BOAT**

Pressed, ¼ in., $10.80; 5-16 $10.05; ⅜ in., $9.25; ½ in., $9.

**STAPLES**

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, .... Fort William .... Winnipeg.

**STEEL**

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅝ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

**STEEL HOOPS**

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

**STEEL SQUARES**

10% on list.

**TACKS.** Carpet, 70% off list.

**TIES.** Cow, ....

**TIN AND TERNE PLATE—**

| | |
|---|---|
| 20 x 28 IC box | $21 50 |
| 20 x 28 I.X. box | 24 75 |
| 20 x 33 I.C. box | 26 25 |
| 20 x 33 I.X. box | 31 00 |
| Terne plates | 24 00 |

**TRAPS, GAME—**

| | Victor Doz. | H. & N. Doz. | Jump Doz. |
|---|---|---|---|
| No. 0 | $2 40 | $.... | $.... |
| No. 1 | 2 85 | 5 20 | 3 85 |
| No. 1½ | 4 35 | 7 85 | 5 70 |
| No. 2 | 6 00 | 11 00 | 9 00 |
| No. 3 | 10 15 | 14 70 | 12 30 |

| **TUBS—** | Wood | Fibre |
|---|---|---|
| No. 0 | $25 55 | $29 55 |
| No. 1 | 22 20 | 24 35 |
| No. 2 | 19 00 | 21 10 |
| No. 3 | 16 80 | 18 00 |

**TURPENTINE**

See weekly report.

| **TWINE (WRAPPING)** | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 38 |
| Cotton, 3-ply, balls | 0 43 |
| Cotton, 4-ply, cones | 0 41 |
| Cotton, 4-ply, balls | 0 45 |

**VARNISHES—**

| | |
|---|---|
| Stephens' Luminette, gal. | $4 00 |
| Stephens' Exalite, gal. | 4 75 |
| Lion Brand Color Varnish, per gal. | 4 50 |

**WARES, ETC.—**

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

**WASHERS—**

| Size | Case lots | Less |
|---|---|---|
| 3-16 in. | $ 12 70 | $13 20 |
| ¼ in. | 11 26 | 11 76 |
| 5-16 in. | 10 62 | 11 12 |
| ⅜ in. | 9 90 | 10 40 |
| 7-16 in. | 9 34 | 9 84 |
| ½ in. | 9 02 | 9 52 |
| 9-16 in. | 8 94 | 9 44 |
| ⅝ in. | 8 86 | 9 36 |
| ¾ in. | 8 78 | 9 28 |
| ⅞ in. | 8 70 | 9 20 |
| 1 in. | 8 70 | 9 20 |
| 1⅛ in. | 8 70 | 9 20 |
| 1¼ in. | 8 86 | 9 36 |
| 1⅜ in. | 8 86 | 9 36 |
| 1 7-16 in. | 8 86 | 9 36 |
| 1½ in. | 8 86 | 9 36 |

**WASTE**

| | |
|---|---|
| Cream, polishing | 0 24½ |

**WHITE**

| | |
|---|---|
| XXX Extra | $0 21 |
| XX Grand | 0 20 |
| XLCR | 0 19 |
| X Empire | 0 17½ |
| X Press | 0 16 |

**COLORED**

| | |
|---|---|
| Fancy | $0 17½ |
| Lion | 0 16 |
| Standard | 0 14½ |
| Popular J | 0 13 |
| Keen | 0 11½ |

Above lines subject to trade discount for quantity.

| WEIGHTS, SASH | Per 100 lbs. |
|---|---|
| Sectional | $7 50 |
| Solid | 7 00 |

| **WELL WHEELS** | Doz. |
|---|---|
| Cast, covered, 8 in. | $11 60 |
| Cast, plain, 10 in. | 15 60 |
| 12 in. | 18 85 |
| 14 in. | 24 00 |

| **WHEELBARROWS** | Each |
|---|---|
| U. S. | $ 6 60 |
| General purpose | 7 90 |
| Stone | 18 75 |
| Navvy, doz. | 105 00 |

**WIRE — BARB**

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls $3.50 per 100 sq. feet.

**WIRE — PLAIN**

Bale ties, 14-gauge, single loop $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

**WIRE — ANNEALED**

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

**WRENCHES — NUT**

| Agricultural— | |
|---|---|
| 6-inch | $ 9 00 |
| 8-inch | 10 80 |
| 10-inch | 12 60 |
| 12-inch | 16 20 |
| 15-inch | 21 60 |
| **Perfect Handle—** | |
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | .... |
| 12 inch | .... |
| 15 inch | .... |
| 18 inch | .... |

**WRENCHES—PIPE**

Trimo—30% off list.

Stillson—30% off list.

| Always Ready | —Dozen— Black | N. P |
|---|---|---|
| No. 1 | $4 60 | $ 5 00 |
| No. 2 | 6 30 | 6 75 |

| **WRINGERS, CLOTHES** | Doz |
|---|---|
| Universal | $40 [illegible] |
| New Eze | 76 50 |
| Regent | 69 00 |

**The Trade Mark behind the "Hardware House of Quality"**

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

**The Largest Wholesale Hardware Dealers in Canada**

# DIAMOND "A"
# Woven Wire Fence

***Bessemer Spring Steel Galvanized Wire***
***Every Rod Guaranteed Full Gauge Wire***

STANDARD

Standard, All No. 10 Gauge Wire

## General Stock Fence

**S8 - 47 - 12**

This reliable Diamond "A" Woven Wire Fence to take one example has 8 line wire, 47 inches high, 12 stays to the rod. It is all No. 10 wire. Spacing 4, 5, 6, 7, 8, 9. Approximate weight per rod, 9 pounds. In 20 and 40-rod rolls.

This is good fence typical of the Ashdown line. There are various weights and gauges of wire and spacings to suit all purposes.

Such fencing as this displayed in your store has a definite appeal to all your customers from the farm and ranch. Keep it before them. Show fencing; talk fencing.

## The J. H. Ashdown Hardware Co., Limited
**Winnipeg, Canada**

**Calgary** **Saskatoon**

*If interested tear out this page and place with letters to be answered.*

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Alabastine Co., Paris Limited, Paris, Ont.

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British Aluminium Co., Toronto.
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Taylor-Forbes & Co., Ltd., Guelph, Ont.

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The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
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W. D. Shambrook & Co., Hamilton.
The Sheet Metal Products Co., of Canada Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

**AMMUNITION**
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

**ANCHOR BOLTS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**ANVILS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**ARMS**
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

**ART GLASS**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

**ASBESTOS**
Wm. J. Brown, Montreal, Que.

**ASH CANS**
Geo. W. Reed & Co., Limited, Montreal, Que.

**ASH SIFTERS**
The Burrowes Mfg. Co., Toronto.
J. Samuels, Toronto.

**AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)**
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Products Co., Winnipeg, Man.
Canadian Winkley Co., Ltd., Windsor, Ont.
C. O. Clark & Bro., Montreal, Que.
B. J. Coglin Limited, Montreal, Que.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Chatham Malleable & Steel Mfg. Co., Chatham, Ont.
Goo & Patrick, Limied, Torono, Ont.
Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Motor Necessities of Canada Limited, Winnipeg, Man.
Maybilt Radiators Limited, Winnipeg, Man.
Robinson & Webber Limited, Winnipeg, Man.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**AUTOMATIC SCREW MACHINE PRODUCTS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**AUTOMOBILE PARTS**
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

**AXES**
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**AXLES, CAR**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BABBITT METAL**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BAGS, PAPER**
Continental Paper Products Limited, Ottawa, Ont.

**BARB WIRE**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BARN DOOR HANGERS**
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**BARRELLS, STEEL**
W. D. Beath & Son Limited, Toronto, Ont.

**BASKETS**
Walter Woods & Co., Hamilton, Ont.

**BASEBALL BATS**
Darrah Bros., Sutton, Que.

**BATTERIES, DRY**
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

**BATTERIES, FLASHLIGHT**
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

**BATHS, ENAMELLED AND COPPER**
Canada Metal Co., Toronto.

**BATHROOM FIXTURES**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

**BALE TIES**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

**BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR**
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**BELTING, STITCHED COTTON DUCK**
Dominion Belting Co., Hamilton, Ont.

**BELTING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**BENDS, BRASS, IRON AND LEAD**
Jas. Morrison Brass Mfg. Co., Toronto.

**BEVELS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**BIBBS, BASIN AND BATH COCKS, COMPRESSION**
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BIBBS, BASIN AND BATH COCKS, FULLER**
Jas. Morrison Brass Mfg. Co., Toronto.

**BILLET, BLOOMS AND SLABS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOLTS AND NUTS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

**BOLTS, EYE**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**BOLTS, HANGER SCREW**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOLTS, CANT HOOK AND PEAVY**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BORING BARS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**BOOTS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**BOOT CALKS AND TOOLS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOX OPENING TOOLS**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**BRADS, WIRE**
The Western Wire & Nail Co., London, Ont.

**BRASS CASTINGS AND GOODS**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BRASS SHEETS AND RODS**
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BEARINGS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**BLACK LEAD**
John Oakey & Co., Ltd., London, Eng.

**BLACK SHEETS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BLASTING SUPPLIES**
Dupont Powder Co., Wilmington, Del.

**BOX STRAPPING**
The Stanley Works, New Britain, Conn.

**BITS, AUGER**
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

**BITS, FORSTNER**
Progressive Mfg. Co., Torrington, Conn.

**BITS, EXTENSION**
Millers Falls Company, Millers Falls, Mass.

**BICYCLES**
Canada Cycle & Motor Co., Toronto.

**BICYCLE PARTS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**BIRCH SEATS**
Canadian Veneering Co., Montreal, Que.

**BOXES**
Canadian Wirebound Boxes Ltd., Toronto, Ont.

**BRACKETS, SHELF**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**BRACES**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

**BRAKES**
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

**BRAKE LINING**
The Hamilton Cotton Co., Limited, Hamilton, Ont.

**BRASS FITTINGS AND RODS**
James Morrison Brass Mfg. Co., Ltd., Toronto.

**BREAD AND CAKE MAKERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**BREAST DRILLS**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**BRONZE CASTINGS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
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**BRUSH MANUFACTURERS**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Rubberset, Limited, Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.

**BROOMS**
John Adam & Son, Collingwood, Ont.
Waterloo Brush & Broom Co., Waterloo, Ont.
Walter Woods & Co., Hamilton, Ont.
Stevens Hepner Co., Limited, Port Elgin, Ont.

**BRUSHES, SHAVING, MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BRUSHES, FLOOR, MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BRUSHES, GENERAL, MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BUILDING PAPERS**
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

**BURLAP, DECORATIVE WALL**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

# THE BUYERS' GUIDE

**BUSINESS MACHINES**
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

**BUTTER MOLDS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**BUTTER WORKERS**
Beatty Bros., Ltd., Fergus, Ont.

**BUTTS AND HINGES**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BURRS**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

**BUILDERS' CASTINGS OF ALL KINDS**
The Katie Foundry Co., Galt, Ont.

**BUILDERS' HARDWARE**
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

**BUILDERS' SUPPLIES**
The Barrett Co., Ltd.

**BUMPERS, AUTOMOBILE**
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

**BUMPERS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**CABINET HARDWARE**
Stratford Brass Co., Ltd., Stratford, Ont.

**CALKS, BOOT**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**CALIPERS AND DIVIDERS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**CALIPER GAUGES**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CANOES**
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

**CAN OPENERS**
The United Royalties Corp., New York, N.Y.

**CARBORUNDUM**
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

**CARRIAGE HARDWARE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

**CARRIAGE TOP MATERIALS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CARPET, SWEEPERS**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

**CARTRIDGES**
Dominion Cartridge Co., Ltd., Montreal.

**CASEMENT FASTENINGS AND FITTINGS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**CASTERS**
Canada Foundries & Forgings, Ltd., Brockville.

**CATCHES, SCREEN DOOR**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CEMENT**
The Barrett Co., Ltd.

**CEMENT, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**CEMENT, ROOFING**
The Barrett Co., Ltd.

**CHAINS, CABLE**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, CUT-LINK**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**CHAINS, JACK**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, TIRE**
Goo & Patrick, Limited, Toronto, Ont.

**CHAIN PIPE WRENCHES**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CHAINS, PLUMBER'S**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, SASH**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, STEAMBOAT**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, TRANSOM**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAIR SEATS**
Canadian Veneering Co., Acton Vale, Que.

**CHISELS, CAPE, COLD, ETC.**
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

**CHECKING FLOOR HINGES**
Chicago Spring Butt Co., Chicago, Ill.
B. & S. H. Thompson Co., Ltd., Montreal, Que.

**CHOPPERS, FOOD CHEMICALS**
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

**CHOPPERS, ICE**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CHUCKS**
Goodell-Pratt Co., Greenfield, Mass.

**CHURNS, HAND AND POWER**
Beatty Bros., Ltd., Fergus.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**CHURN, MIXER**
The United Royalties Corp., New York, N.Y.

**CLAMPS, "C"**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CLAMPS, MITRE AND DRAW**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CLAMPS**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**CLEAVERS**
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CLEAN-OUT DOORS**
The Katie Foundry Co., Galt, Ont.

**CLEVISES, MALLEABLE**
The International Malleable Iron Co., Ltd., Guelph.

**CLIPPERS, HORSE AND COW**
The Flexible Shaft Co., Ltd., Toronto.

**CLOCKS**
The New Haven Clock Co., Toronton, Ont.
The Western Clock Co., Peterborough, Ont.

**CLOTHING, ATHLETIC**
A. W. Moyer, & Co., Toronto.

**CLOSET SEATS**
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

**CLOSETS, CHEMICAL**
S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

**CLOTHES DRYERS**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

**CLOTHES LINE (WIRE)**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

**CLOTHES LINE REELS**
The United Royalties Corp., New York, N.Y.

**CLOTHES PINS**
Wm. Cane & Sons, Ltd., Newmarket, Ont.

**CLOTHES RACKS**
Walter Woods & Co., Ltd., Hamilton, Ont.

**CLOTHES REELS**
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**COLLAR PADS**
American Pad & Textile Co., Chatham.

**COFFEE PERCOLATORS AND URNS**
Landers, Frary & Clark, New Britain, Conn.

**CORRUGATED FASTENERS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

**COAL CHUTES**
The Katie Foundry Co., Galt, Ont.

**COAL HODS**
Thos. Davidson Mfg. Co., Montreal, Que.

**COBBLERS' SETS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**COKE, FURNACE, FOUNDRY AND DOMESTIC**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CONCRETE REINFORCING TWISTED SQUARES**
Burlington Steel Co., Ltd., Hamilton, Ont.

**CONDUCTOR PIPE, HOOKS, HEADS, ETC.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**CONNECTING RODS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**COPING SAWS**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Harold C. Shipman & Co., Ottawa, Ont.

**COPPERS, SOLDERING**
The Chicago Solder Co., Chicago, Ill.

**CORK CARPETS**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**COTTON GLOVES**
American Pad & Textile Co., Chatham.

**COTTER PINS**
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CORDAGE**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

**CORNERS, CHEST**
The Brainerd Mfg. Co., East Rochester, N.Y.

**COUNTER-SINKS**
Goodell-Pratt Co., Greenfield, Mass.

**COUPLINGS, PIPE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**COUPLINGS, PUMP ROD**
Edward E. Johnson Inc., St. Paul, Minn.

**CRANK PULLS (WIRE)**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CRANK SHAFTS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CROWBARS**
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

**CULTIVATORS**
C. S. Norcross & Sons, Bushnell, Ill.

**CULVERTS, METAL**
The Pedlar People Ltd., Oshawa, Ont.

**CURTAIN RODS**
The Newell Mfg. Co., Prescott, Ont.

**CUTLERY**
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
G. L. Cohoon, Montreal.
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Marples & Co., Sheffield, England.

**CUTTERS**
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**CUSPIDORS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.

**DAIRY PAILS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**DAMPERS, STOVE PIPE**
Can. Foundries & Forgings, Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Myers Mfg. Co., Dresden, Ont.

**DECK SCRAPERS**
W. Drysdale, Montreal, Que.

**DESKS, SCHOOL**
Can. Foundries & Forgings, Brockville, Ont.

**DIAPHRAGMS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**DIES, STOCKS, ETC.**
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Limited, Lachine, Que.

**DISH WASHER, ELECTRIC**
The Hurley Machine Co., Limited, Toronto.

**DISPLAY RACKS AND STANDS**
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

**DOG HARDWARE**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**DOORS**
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

**DOOR BOLTS**
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**DOOR KNOBS**
Cartland & Son, Ltd., James, Birmingham, Eng.

**DOOR HANGERS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**DOOR HOLDERS**
G. W. Mallory, Blenheim, Ont.

**DOOR SPRINGS**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

**DOOR PULLS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**DOOR STRIP**
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

**DRAINERS, CELLAR**
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

**DRILLS, BREAST**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**DRILL CHUCKS**
Goodell-Pratt Co., Greenfield, Mass.

**DRILLS, BLACKSMITHS'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**DRILLS**
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

**DROP FORGINGS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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**DRY COLORS**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

**DRY CELLS**
Canadian National Carbon Co., Toronto.

**DUSTERS**
Channell Limited, Toronto.

**DYNAMITE**
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

**EAVESTROUGH**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**EGG BEATERS**
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

**EGG CASES**
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

**EGG CASE FILLERS**
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

**EJECTORS AND SYPHONS**
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**ELBOWS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**ELECTRIC APPLIANCES**
The Canadian Edison Appliance Co., Limited. Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**ELECTRIC FANS**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

**ELECTRIC BELLS**
Fenton Bros., Ltd., Sheffield, Eng.

**ELECTRIC GRATES**
Barton-Netting Co., Ltd., Windsor, Ont.

**ELECTRIC LIGHTING SUPPLIES**
The Barton-Netting Co., Ltd., Windsor, Ont.

**ELECTRIC MOTORS AND GENERATORS**
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The Leeder Mfg. Co., Winnipeg, Man.

**ELECTRIC SPECIALTIES**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

**ELECTRIC SUPPLIES**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

**ELECTROPLATE WARE**
Fenton Bros., Ltd., Sheffield, Eng.

**EMERY GLASS AND PAPERS**
John Oakey & Sons, London, Eng.

**EMERY (GRAIN AND SHEETS)**
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

**EMERY GRINDERS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**EMERY WHEEL DRESSERS**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

**ENAMELS**
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

**ENAMEL, STOVE PIPE**
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**ENAMELLED WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

**EQUIPMENT, STORE**
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

**ESCUTCHEON PINS**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**EXPLOSIVES**
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

**EXTINGUISHERS, FIRE**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FANLIGHT OPENERS**
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

**FASTENERS, CASEMENT, STORM, SASH & SCREEN**
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**FAUCETS, PETROLEUM**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**FEED BOXES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**FEED COOKERS**
Wheeler & Bain, Toronto.

**FELTOL**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**FELTS (TARRED AND CARPET)**
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

**FENCING AND GATES**
Banwell-Hoxie Wire Fence Co., Hamilton.
A. R. Lundy, Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**FENCE POSTS**
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

**FENCING, STAPLES AND HOOKS**
The Western Wire & Nail Co., London, Ont.

**FENCES, WOVEN WIRE, FARM AND ORNAMENTAL**
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

**FILES**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

**FILLERS**
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**FIRE DOOR FITTINGS**
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**FIRE EXTINGUISHERS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FIRE DEPARTMENT SUPPLIES**
Dunlop Tire & Rubber Goods Co. Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**FIRE ESCAPES**
The Dennis Wire & Iron Wks., Co., Ltd., London.

**FIRE SCREENS**
Guardian Fire Screen Mfg. Co., Ville St. Pierre, Montreal, Que.

**FIREPLACE SCREENS**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**FLASHLIGHTS, ELECTRIC**
Canadian National Carbon Co., Toronto.

**FLAT SWATERS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FOOD CHOPPERS**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**FLINT CLOTHS**
John Oakey & Sons, London, Eng.

**FLOOR CHECKS, SINGLE OR DOUBLE**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

**FLOOR DRESSING**
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**FLOOR STANDS**
Jenkins Bros., Ltd., Montreal.

**FLOOR WAX**
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

**FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING**
The Chicago Solder Co., Chicago, Ill.

**FORCE CUPS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**FORGINGS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**FORGINGS, DROP**
Can. Foundries & Forgings, Ltd., Welland, Ont.

**FUNNELS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.

**FURNACES**
Burrow Stewart & Milne, Ltd., Hamilton.
Clare Bros. & Co., Limited, Preston, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
Findlay Bros., Limited, Carlctin Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
McClary Mfg. Co., Limited, London, Ont.
The Pease Foundry Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

**FURNITURE POLISH**
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

**FUSES, ELECTRIC**
Canadian Westinghouse Co., Limited, Hamilton.

**FUSE WIRE**
Canada Metal Co., Ltd., Toronto.

**GALVANIZED IRON BARS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GALVANIZED PIPE**
Canada Metal Co., Ltd., Toronto.

**GALVANIZED IRON SHEETS**
The Pedlar People Limited, Oshawa, Ont.

**GALVANIZED STEEL SHEETS**
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

**GALVANIZED WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., of Canada, Toronto.

**GALVANIZED STEEL SHEETS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

**GALVANIZING**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GARDEN CULTIVATORS AND WEEDERS**
C. S. Norcross & Sons, Bushnell, Ill.

**GARAGE HARDWARE**
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

**GARAGES, METAL**
The Pedlar People Limited, Oshawa, Ont.

**GARBAGE CANS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co., of Canada, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

**GAS WATER HEATERS**
Jas. Morrison Brass Mfg. Co., Toronto.

**GASKETS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**GASOLINE**
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

**GASOLINE TANKS AND PUMPS**
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

**GATES, GALVANIZED**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

**GATES, STEEL AND WIRE**
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GAUGE COCKS, STANDARD AND HEAVY**
The James Morrison Brass Mfg. Co., Ltd., Toronto

**GAUGES**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**GENERAL RUBBER SPECIALTIES**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**GLASS BENDERS**
Toronto Plate Glass Importing Co., Toronto.

**GLASS, CARRIAGE**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**GLASS CUTTERS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**GLASS CUTTING BOARDS**
The Lufkin Rule Co., of Canada, Ltd., Windsor.

**GLASS, DOOR**
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

**GLASS, FANCY**
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

**GLASS, WINDOW PLATE, ORNAMENTAL**
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

**GLASSWARE**
The Quinte General Mfg. Co., Ltd., Deseronto, Ont.
B. & H. Thompson Co., Limited, Montreal, Que.

**GLAZIERS' DIAMONDS**
A. Ramsay, Son & Co., Montreal.

**GLOVES AND MITTS**
American Pad & Textile Co., Ltd., Chatham, Ont.

**GLUE, SHEET AND GROUND**
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**GOLF BALLS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Findlay Bros., Ltd., Carlton Place, Ont.

**GOLF CLUB HEADS, RUSTLESS**
Fenton Bros., Ltd., Sheffield, Eng.

**GRANITE WARE**
Sheet Metal Products, Ltd., Toronto.

**GRATES**
The Barton Netting Co., Ltd., Windsor, Ont.

**GREASE AND OIL CUPS**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

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**GRINDERS, HAND AND POWER**
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**GRINDING WHEELS**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

**GRINDSTONES**
The Carborundum Co., Niagara Falls, N.Y.

**GRINDSTONE FIXTURES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**GUARDS, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**GUNS**
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

**GUN PARTS**
The Fraser Co., Agents B.S.A., Montreal, Que

**GUNSIGHTS**
Marble Arms & Mfg. Co., Gladstone, Mich.

**HACK SAWS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

**HACK SAW BLADES**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**HACK SAW FRAMES**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
L. S. Starrett Co., Athol, Mass.

**HACK SAW MACHINES**
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

**HAME CHAINS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**HAMMERS**
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

**HAND DRILLS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**HANDLES**
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

**HANDLES, CHEST AND DRAWER**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HANDLES, DOOR**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HANDLES, CRANK, BALANCE, MACHINE**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**HAND PULLS**
North Bros., Mfg. Co., Philadelphia, Pa.

**HANGERS, BARN DOOR**
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HANGERS, DOOR**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

**HANGERS, DOOR AND TRACK**
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HANGERS, STORM, SASH AND SCREEN**
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HARDWARE, CARRIAGE AND AUTOMOBILE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**HARDWARE, DOOR**
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HARDWARE, BARN DOOR**
Beatty Bros., Limited, Fergus, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HARDWARE, FINISHING**
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HARDWARE SPECIALTIES**
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**HARDWARE STORE FITTINGS**
Stratford Brass Co., Ltd., Stratford, Ont.

**HARNESS HARDWARE**
G. L. Griffiths & Sons Limited, Stratford, Ont.
The Niagara Metal Stamping Corporation, Niagara
J. J. Turner & Sons Limited, Peterborough, Ont.

**HATCHETS**
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

**HASPS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HEADLIGHT, GLASS**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**HEATERS**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products Co. of Canada, Ltd.

**HEATERS, AUTO**
Chicago Flexible Shaft Co., Chicago, Ill.

**HEATERS, ELECTRIC**
The Canadian Edison Appliance Co., Limited. Stratford, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont

**HEAVY HARDWARE SPECIALTIES**
Burgess-Norton Mfg. Co., Geneva, Ill.

**HEELS AND SOLES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

**HINGES, BOX AND REFRIGERATOR**
The Brainerd Mfg. Co., East Rochester, N.Y.

**HINGES, ORNAMENTAL**
The Stanley Works, New Britain, Conn.

**HOOKS, HAT AND COAT**
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

**HINGES, SPRING**
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

**HINGES, STRAP AND TEE**
Canada Steel Goods Co., Hamilton, Can
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

**HOCKEY STICKS**
The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas
The St. Marys Wood Specialty Co., St. Marys, Ont.

**HOES**
The Warren Tool & Forge Co., Warren, Ohio.

**HOISTS**
Manitoba Steel & Iron Co., Winnipeg, Man.

**HOIST HOOKS**
Williams & Co., J. H., Brooklyn, N.Y.

**HOLLOW WARE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

**HONES, RAZOR**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

**HORSE SHOES**
The Canadian Horse Shoe Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

**HORSE SHOE PADS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**HOSE CLAMPS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**HOSE, FITTINGS AND SUPPLIES**
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**HOSE MENDERS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**HOT AIR REGISTERS**
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

**HOUSEHOLD APPLIANCES**
Canadian Westinghouse Co., Limited, Hamilton, Ont.

**HOUSEHOLD PAILS**
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Limited, Hull, Que.

**ICE CREAM FREEZERS**
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**INDICATORS, SPEED**
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**INDUSTRIAL DESIGNS**
Harold C. Shipman & Co., Ottawa, Ont.

**INJECTORS, AUTOMATIC**
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**INSTRUMENTS OF PRECISION**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**INSURANCE**
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

**IRON, MERCHANTS BAR**
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**IRON, CORRUGATED**
Canada Metal Co., Toronto.

**IRON HANDLES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**IRON, HORSE SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**IRON AND STEEL BARS**
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**IRON, BAR**
London Rolling Mill Co., Ltd., The, London, Ont.

**IRONS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**IRONS, ELECTRIC**
The Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**IRONING BOARDS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**IRONING MACHINES, ELECTRIC**
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

**IRON FOR STAYBOLTS**
London Rolling Mill Co., Ltd., The, London, Ont.

**IRONWORK, BUILDERS'**
The Dennis Wire & Iron Works, Ltd., London.

**JACK PLANES**
Stanley Works, New Britain, Conn.

**JACK SCREWS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**JAPANS**
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

**JARS, FRUIT**
Walter Woods & Co., Hamilton, Ont.

**KETTLES**
The Aluminum Speciaty Co. of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

**KEYHOLE SAWS**
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

**KITCHEN WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

**KNIVES, BEET**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, CORN**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, CUTTING**
Landers, Frary & Clark, New Britain, Conn.

**KNIFE CLEANER**
The Vono Co., Dudley Port, Staffs, Eng.

**KNIVES, MACHINE**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, POCKET AND TABLE**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Joseph Rodgers & Sons, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.

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**KNIVES, SPORTSMEN'S**
Fenton Bros., Ltd., Sheffield, Eng.

**KNIVES, PUTTY**
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

**KNOBS, DRAWER**
The Brainerd Mfg. Co., East Rochester, N.Y.

**LAMPS, NITROGEN AND TUNGSTEN**
The Canadian Tungsten Lamp Co., Hamilton, Ont

**LAMP BLACK**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

**LAMP BURNERS**
The Ontario Lantern & Lamp Co., Ltd:, Hamilton

**LAMP CHIMNEYS**
Walter Woods & Co., Hamilton.

**LAMPS AND LANTERNS, GASOLINE**
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

**LAMPS, LANTERNS, ELECTRIC, HAND**
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill
The Ontario Lantern & Lamp Co., Hamilton, Ont.

**LAMPS, ELECTRIC**
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont

**LAMPS AND LANTERNS, GASOLINE AND KEROSENE**
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**LANTERNS OIL**
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

**LATCHES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

**LATH METAL**
Pedlar People, Ltd., Oshawa, Ont.

**LATHE DOGS, DROP FORGED**
J. H. Williams & Co., St. Catharines, Ont.

**LATHE DOGS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

**LAWN MOWERS**
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Limited, Woodstock, Ont.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

**LAWN SEATS**
The Stratford Mfg. Co., Stratford, Ont.

**LAWN SPRINKLERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**LEAD, BLACK**
John Oakey & Sons, London, Eng.

**LEAD, CALKING AND PIG**
The Canada Metal Co., Limited, Toronto, Ont.

**LEAD PENCILS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**LEAD SHEETS AND PIPE**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**LEAD TRAPS AND BENDS**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

**LEAD WASHERS**
Canada Metal Co., Ltd., Toronto.

**LENS**
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**LETTERS AND FIGURES, EMBOSSED**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**LEVELS**
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

**LEVELS, MASONS**
Henry Disston & Sons, Limited, Toronto.

**LINES, WIRE, CLOTHES**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**LINOLEUM, PLAIN AND PRINTED**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

**LINOLEUMS, BATTLESHIP**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**LINOLEUM RUGS**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**LINSEED OIL**
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

**LOCKS**
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

**LOCK WASHER EQUIPMENT**
Sleeper Hartley, Inc., Worcester, Mass.

**LOCKERS**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

**LOCOMOTIVE TOOLS**
J. H. Williams & Co., St. Catharines, Ont.

**LUMBER TOOLS**
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**MACHINE DESIGNS**
Harold C. Shipman & Co., Ottawa, Ont.

**MACHINES, DOUBLE CUTTING**
E. C. Atkins & Co., Hamilton, Ont.

**MACHINISTS' TOOLS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

**MALLEABLE IRON CASTINGS**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**MANGLES, CLOTHES**
Taylor-Forbes Co., Limited, Guelph, Ont.

**MANTLES, GAS**
R. M. Moore & Co., Ltd., Vancouver, B.C.

**MAULS**
The Warren Tool & Forge Co., Warren, Ohio.

**MATTOCKS**
The Warren Tool & Forge Co., Warren, Ohio.

**MATCHES**
E. B. Eddy Co., Limited, Hull, Que.

**MATS AND MATTING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

**MAULS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**MEAT CHOPPERS**
Landers, Frary & Clark, New Britain, Conn.

**MECHANICAL RUBBER PRODUCTS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**METAL BOXES AND DRAWERS**
Cameron & Co., Toronto, Ont.

**METAL CEILINGS, WALLS AND LATH**
The Pedlar People Limited, Oshawa, Ont.

**METAL CUTTING SAWS**
Clemson Bros., Inc., Hamilton, Ont.

**METAL SAWS, POWER**
Clemson Bros., Inc., Hamilton, Ont.

**METAL STAMPINGS**
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.**
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
R. & S. H. Thompson Co., Limited, Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Western Steel Products Ltd., Winnipeg, Man.

**METAL SPECIALTIES**
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

**METAL STORE AND FRONT CONSTRUCTION**
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

**MENDERS, GRANITEWARE, POT AND PAN**
Collette Mfg. Co., Collingwood, Ont.

**MICA**
Mica Co. of Canada, Ltd., Hull, Que.

**MICROMETERS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**MILK CANS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**MIRRORS**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

**MITRE BOXES**
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

**MITRE BOX SAWS**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**MOLASSES GATES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**MOPS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**NAIL MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**NAILS, WIRE AND CUT**
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

**NAIL PULLERS**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**NAILS, HORSE SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NAME PLATE TRANSFERS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NIPPLES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NITROGEN LAMPS**
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

**NUTS, HOT PRESSED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NUTS, THUMB**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**OILCLOTH, FLOOR AND STAIR**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

**OILCLOTH, RUGS, FLOOR**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**OIL, COAL**
Imperial Oil Co., Ltd., Toronto.

**OILS, CYLINDER**
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**OIL CAKE AND MEAL**
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

**OIL HOLE COVERS**
Canadian Winkley Co., Windsor.

**OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE**
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**OIL STONES**
The Canadian Hart Products, Ltd., Hamilton, Ont.

**OIL STOVES**
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products, Ltd., Toronto.

**OIL STORAGE AND DISTRIBUTING SYSTEMS**
S. F. Bowser Company, Ltd., Toronto, Ont.

**OIL TANKS AND PUMPS**
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**OILERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**ORNAMENTAL FENCE**
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**ORNAMENTAL IRON AND WIRE WORK**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

**PACKINGS**
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

**PACKING RUBBER**
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**PADS FOR HORSES**
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

**PADLOCKS**
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.

**PAINT, COLD WATER**
The Deco-Tint Co., Montreal, Que.

**PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK**
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

**PAINT BRUSHES**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John.

**PAINT AND VARNISH REMOVER**
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**PAINT, OIL, STORAGE AND HANDLING SYSTEMS**
S. F. Bowser Company, Ltd., Toronto, Can.

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**PARIS GREEN**
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

**PAPER BAGS**
The Continental Paper Products, Ltd., Ottawa, Ont.
Walter Woods & Co., Hamilton.

**PASSAGE CLOTH**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**PAILS**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**PAILS HOUSEHOLD**
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**PAILS, WOODEN**
Wm. Cane & Sons Co., Ltd., Hull, Que.

**PAILS, GALVANIZED AND TIN**
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

**PATENT ATTORNEYS**
Harold C. Shipman & Co., Ottawa, Ont.

**PERCOLATORS, COFFEE**
Landers, Frary & Clark, New Britain, Conn.

**PETROLEUM FAUCETS**
Landers, Frary & Clark, New Britain, Conn.

**PHOSPHOR TIN AND COPPER**
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**PICKS**
The Warren Tool & Forge Co., Warren, Ohio.

**PICK HANDLES**
J. H. Still Mfg. Co., St. Thomas, Ont.

**PIG IRON**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PINS, ESCUTCHEON**
Parmenter & Bulloch, Gananoque.

**PIPE, ACID RESISTING**
The Hoyt Metal Co., Ltd., Toronto, Ont.

**PIPE CUTTERS (STAND)**
Trimont Mfg. Co., Roxbury (Boston, Mass).

**PIPE, BLACK AND GALVANIZED**
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PIPE FITTINGS**
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

**PIPE, GALVANIZED CONDUCTOR**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**PIPE, LEAD**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PIPE, RAIN WATER CONDUCTOR**
Canada Metal Co., Toronto.

**PIPE, WROUGHT, BLACK AND GALVANIZED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PISTON PINS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**PISTON ROD PACKING**
Dunlop Tire & Rubber Co., Ltd., Toronto.

**PISTON AND VALVE PACKINGS**
The Barrett Co., Ltd.

**PISTOLS**
Savage Arms Corpn., Utica, N.Y.

**PLANES**
Stanley Rule & Level Co., New Britain, Conn.

**PLANTERS**
The Eureka Planter Co., Limited, Woodstock, Ont.
The Otterville Mfg. Co., Limited, Otterville, Ont.

**PLIERS**
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Kreauter & Co., Inc., Newark, N. J.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

**PLIERS, CUTTING**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

**PLIERS, COMBINATION**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

**PLUGS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**PLUMBERS' SUPPLIES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**PLUMBERS' TOOLS**
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**POLISHES, AUTO AND FURNITURE**
The Buffalo Specialty Co., Bridgeburg, Ont.
Channell Limited, Toronto, Ont.

**POLISHING HEADS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**POLISHES, KNIFE**
Jas. Oakey & Sons, Ltd., London, England.

**POLISHES, METAL**
The Deco-Tint Co., Montreal, Que.

**POLE LINE MATERIAL**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**POSTS, ANGLE IRON**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**POST HOLE DIGGERS**
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Otterville Mfg. Ltd., Otterville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**POULTRY NETTING**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

**POULTRY LEG BANDS**
Rideau Specialty Co., Smiths Falls, Ont.

**POWDER, SMOKELESS**
E. I. du Pont de Nemours & Co., Wilmington, Del.

**PRISMS, SIDEWALK**
Hobbs Mfg. Co., Montreal, Que.

**PRUNERS, TREE**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**PRUNING SHEARS**
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

**PULLS, DRAWER**
The Brainerd Mfg. Co., East Rochester, N. Y.
Taylor-Forbes Co., Limited, Guelph, Ont.

**PUSH AND PULL PLATES**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**PULLEYS, CLOTHES**
The Katie Foundry Co., Galt, Ont.

**PUMPS**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE**
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

**PUMPS, CURB, FOR OIL AND GASOLINE**
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMPS, SELF-MEASURING**
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMPS, SEMI-ROTARY**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**PUMPS, GASOLINE**
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMP OILERS**
Cannon Oiler Co., Keithsburg, Ill.

**PUNCHES, BELT**
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.

**PUNCHES, BELT HARNESS AND REVOLVING**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**PUNCHES, CENTRE DRIVE, ETC.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

**PUNCHES, TICKET**
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

**PUTTY**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

**PULLEYS**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**QUOITS**
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**RACKS, HAY**
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**RADIATORS, AUTO**
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**RADIATOR VALVES**
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**RAILWAY TIE PLATES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RAILROAD TRACK TOOLS**
The Warren Tool & Forge Co., Warren, Ohio.

**RAILROAD SUPPLIES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**RAKES**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**RAZORS**
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**RATCHET DRILLS**
Goodell-Pratt Co., Greenfield, Mass.

**REAMERS**
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**RECIPROCATING DRILLS**
Goodell-Pratt Co., Greenfield, Mass.

**REFRIGERATORS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

**REGISTERS, (HOT AIR)**
Canada Foundries & Forgings, Brockville
The Happy Thought Foundry Co., Ltd., Brantford.
Jas. Stewart Mfg. Co., Woodstock, Ont.

**REVOLVERS**
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

**RIFLES**
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.

**RIVETS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RIVET BURRS**
The Union Iron & Metal Co., Ltd., Toronto.

**ROD ENDS**
J. H. Williams & Co., St. Catharines, Ont.

**RODS, PISTON AND PUMP**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RODS, RADIUS FORD**
Burgess-Norton Mfg. Co., Geneva, Ill.

**RODS, STRAIGHTENED**
The Graham Nail Works, Toronto.

**ROOFING CEMENT AND PAINT**
The Barrett Co., Ltd.

**ROOFING, METAL**
Pedlar People, Ltd., Oshawa, Ont.

**ROOFING, READY**
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont
D. J. Ladd & Co., Winnipeg, Man.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**ROOFING, RUBBER**
The Barrett Co., Ltd.

**ROPE**
The Brantford Cordage Co., Limited, Brantford, Ont.
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

**ROPE, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**ROSIN**
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**RUBBER SHEET, VULCANIZED**
Wm. J. Brown, Montreal, Que.

**RUBBER PRODUCTS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**RULES**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**RULES, STEEL, STRAIGHT AND FOLDING**
**RULES, FOLDING BOXWOOD**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

**RULES, SPRING JOINT**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**RULES, BOARD AND LOG**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

**SADDLERY HARDWARE**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SAFETY RAZORS**
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**SAFES**
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

**SALTS, SOLDERING**
The Chicago Solder Co., Chicago, Ill.

**SAWS, BUCK**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAWS, CROSSCUT AND HAND**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAWSET**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

**SAWS, COMPASS**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**SAWS, COPING**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

**SAWS, BUTCHERS' AND KITCHEN**
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**SAWS, BAND AND CIRCULAR**
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAW BLADES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

**SAW FRAMES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**SAW GUARDS**
E. C. Atkins & Co., Hamilton, Ont.

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**SAWS, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

**SAW MACHINES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**SAWS, METAL CUTTING**
Clemson Bros., Inc., Hamilton, Ont.

**SAWS, KEYHOLE**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**SCISSORS**
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

**SCALES**
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

**SCALES, MACHINISTS**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**SCREWS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**SCREWS, THUMB**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SCREWS, WOOD**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SCREENS**
Canada Wire & Iron Goods Co., Hamilton.

**SCREEN DOORS**
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

**SCREEN WINDOWS**
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**SCREENS, WELL**
Edward E. Johnson Inc., St. Paul, Minn.

**SCREW DRIVERS**
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

**SCREW MACHINES**
Stratford Brass Co., Ltd., Stratford, Ont.

**SCREWS OF ALL KINDS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SEATS**
Canadian Veneering Co., Acton Vale, Que.

**SEWING MACHINES, ELECTRIC AND MOTORS**
Canadian Westinghouse Co., Limited, Hamilton, Ont.

**SHARPENERS, KNIFE**
The Canadian Hart Products Ltd., Hamilton, Ont.

**SHEARS**
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch & Sons, Inc., Newark, N. J.
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

**SHEARING MACHINES, SHEEP**
Flexible Shaft Co., Ltd., Toronto, Ont.

**SHEATHING**
The Barrett Co., Ltd.

**SHEETING**
Alex. McArthur & Co., Montreal, Que.

**SHEETS, GALVANIZED AND BLACK**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.

**SHEETS, BLACK STEEL**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SHEET METAL PRODUCTS**
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SHOT**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SHINGLES, METAL**
Pedlar People Ltd., Oshawa, Ont.
McFarlane Douglas Co., Limited, Ottawa, Ont.

**SHOP BARRELS**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**SHOW CASES**
Cameron & Co., Toronto.

**SHOVELS, SNOW**
Richardson & Bureau, Montreal, Que.

**SIDING, METAL**
Pedlar People, Ltd., Oshawa, Ont.

**SIGHTS, GUN AND RIFLE**
Marble Arms & Mfg. Co., Gladstone, Mich.

**SIGNS, STREET**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SILVERWARE**
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
The Meriden Brittania Co., Limited, Hamilton, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

**SILVER-PLATED WARE**
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**SINKS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**SKI**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SKI ACCESSORIES, BINDINGS, WAX AND POLES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SKATES**
Canada Cycle & Motor Co., Ltd., Weston, Ont.

**SLEDGES, BLACKSMITH, COAL, STONE**
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

**SLICERS, FOOD**
W. Drysdale, Montreal, Que.

**SNAPS, HARNESS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SNIPS (TINNERS')**
The Peck, Stow & Wilcox Co., Southington, Conn.

**SNOW SHOES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SNOWSHOE HARNESS**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SOCKETS, WIRE ROPE**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SOLDER**
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.

**SOLDER, AMALGAM**
Wyatt's Products, Toronto, Ont.

**SOLDER, BAR**
The Chicago Solder Co., Chicago, Ill.

**SOLDERING PASTE**
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

**SOLDERALL**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**SOLES, HALF**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**SOAP DISHES**
Landers, Frary & Clark, New Britain, Conn.

**SPARK PLUGS**
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited.
The Canadian National Carbon Co., Ltd., Toronto.

**SPANNERS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SPIDERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**SPIKES, EAVESTROUGH**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SPOKE SHAVES**
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

**SPORTSMEN'S SPECIALTIES**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**SPRAYERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Eureka Planter Co., Limited, Woodstock, Ont.
The New Perfection Sprayer Co., Galt, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**SPRING AND WIRE COILING MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**SPRINGS, WINDMILL**
Burgess-Norton Mfg. Co., Geneva, Ill.

**SQUARES**
The Peck, Stow & Wilcox Co., Southington, Conn.

**STABLE FITTINGS**
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

**STAINS**
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg
Sturgeons, Ltd., Toronto.

**STAINS, STRAW HAT**
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**STAMPINGS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**STAPLES**
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

**STAPLES, BED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEAMERS AND BOILERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**STEEL, REINFORCING**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL BARS FOR REINFORCEMENT, ALL SHAPES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL STRIP**
Dominion Sheet Metal Co., Ltd., Hamilton.

**STEEL LOCKERS AND SHELVING**
Dennis Wire & Iron Works, London, Ont.

**STEEL INGOTS, OPEN HEARTH**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL, MILD, SLEIGH SHOE, TIRE**
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL BANDS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**STEEL MERCHANT BARS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STENCILS AND INK**
Hamilton Stamp & Stencil Co., Hamilton.

**STOOLS**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**STONES, SHARPENING**
The Western Hardware Mfg. Co., Milwaukee, Wis.

**STORE FIXTURES**
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The Walker Bin & Store Fixture Co., Kitchener, Ont.

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Hobbs Mfg. Co., Montreal, Que.

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Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Doherty Mfg. Co., Sarnia, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
The McClary Mfg. Co., Ltd., London, Ont.
D. Moore & Co., Limited, Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.
Tudhope Anderson Co., Limited, Orillia, Ont.

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Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

**STOVES, OIL**
The McClary Mfg. Co., London, Ont.
The Perfection Stove Co., Ltd. ,Sarnia, Ont.

**STOVES, GASOLINE**
National Stamping & Electric Works. Chicago.

**STOVE PIPE**
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**STRETCHERS, WIRE**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

**SULPHATE OF AMMONIA**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SWEAT PADS**
American Pad & Textile Co., Chatham.

**SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)**
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

**SWIVELS, HOOK**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**TACKS**
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TACKS, SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TANKS, CISTERN**
Beatty Bros., Ltd., Fergus, Ont.

**TANKS, GALVANIZED STEEL**
Beatty Bros., Ltd., Fergus, Ont.

**TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.**
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

**TANKS AND PUMPS, LUBRICATING OIL STORAGE**
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

**TANKS, WOOD**
Beatty Bros., Ltd., Fergus, Ont.

**TAPS**
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

**TAP HOLDERS**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**TAPE, RUBBER FRICTION**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TAPES, MEASURING, STEEL AND WOOD**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**TAPES, MEASURING**
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

**TAPES, POCKET**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

**TEA POTS AND URNS, TEA BALL**
Landers, Frary & Clark, New Britain, Conn.

**THERMOS BOTTLES**
The Thermos Bottle Co., Ltd., Toronto, Ont.

**THIMBLES, SMOKE PIPE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**TIES, COW**
B. Greening Wire Co., Limited, Hamilton, Ont.

**TIN PLATES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TILING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

# THE BUYERS' GUIDE

**TINSMITHS' MACHINERY**
Brown-Boggs Co., Hamilton, Ont.

**TINWARE**
Sheet Metal Products, Ltd., Toronto.

**TIN PLATE**
O-Rib-O Mfg. Co., Winnipeg, Man.

**TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE**
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TIES, WALL AND VENEER**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**TIRE COVERS**
American Pad & Textile Co., Ltd., Chatham, Ont.

**TIRE PATCH**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TIRE ACCESSORIES**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TOBOGGANS**
J. H. Hanson & Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

**TOBOGGAN CUSHIONS AND ACCESSORIES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**TORCHES**
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

**TOOLS, BLACKSMITHS'**
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

**TOOLS, CEMENT**
E. C. Atkins & Co., Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

**TOOLS, HARVEST**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

**TRAPS, BRASS, IRON, LEAD**
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**TRAPS, STEAM**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

**TRAPS, GAME**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**TOOLS, LOGGING AND LUMBERING**
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

**TOOL HOLDERS (CUTTERS)**
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

**TOOLS, SMALL**
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**TOOLS, TROWEL**
E. C. Atkins & Co., Hamilton, Ont.

**TOYS**
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

**TRADE MARK ATTORNEYS**
Harold C. Shipman & Co., Ottawa, Ont.

**TRAINS, TOY**
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

**TROUGHS**
Beatty Bros., Fergus, Ont.

**TRAMMEL POINTS**
Stanley Works, New Britain, Conn.

**TRIMMERS**
Smith & Egge Mfg. Co., Bridgeport, Conn

**TROUGHS, HOG**
Beatty Bros., Ltd., Fergus, Ont.

**TROWELS**
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**TRUCKS, WAREHOUSE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**TRY SQUARES**
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

**TUNGSTEN LAMPS**
The Canadian Tungsten Lamp Co., Hamilton, Ont.

**TUBS**
Wm. Cane & Sons Co., Newmarket, Ont.

**TUBING, BRASS**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

**TUBING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TUNGSTEN LAMPS**
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

**TWINES**
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

**VACUUM CLEANERS AND SWEEPERS**
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Onward Mfg. Co., Limited, Jitchener, Ont.

**VALVES, ACID RESISTING**
Hoyt Metal Co., Toronto, Ont.

**VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

**VALVES, RUBBER PUMPS**
Gutta Percha & Rubber Ltd., Toronto.

**VARNISHES, AUTO, COACH, HOUSE, MARINE**
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

**VEHICLES, CHILDREN'S**
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

**VENEER SEATS**
Canadian Veneering Co., Acton Vale, Que.

**VENTILATORS**
Wheeler & Bain, Toronto.

**VISES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

**VISES, CHAIN PIPE, CLAMP, MOUNT**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**WAGON HARDWARE**
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WALL COVERINGS**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**WALNUT SEATS**
Canadian Veneering Co., Acton Vale, Que.

**WARMERS, FOOT**
Chicago Flexible Shaft Co., Chicago, Ill.

**WASHERS**
London Rolling Mill Co., Ltd., The London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

**WASHERS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**WASHING MACHINES, ELECTRIC, HAND AND POWER**
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
The Onward Mfg. Co., Limited, Jitchener, Ont.
The Slade Mfg. Co., Limited, Owen Sound, Ont.

**WASTE, COTTON**
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

**WASH BOARDS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**WASH TUBS**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**WEATHER STRIPPING**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**WEDGES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

**WEEDERS, GARDEN (HAND)**
The Eureka Planter Co., Ltd., Woodstock, Ont.

**WEIGHTS**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**WEIGHTS, HORSE**
The Katie Foundry Co., Galt, Ont.

**WHEELS, GRINDING**
E. C. Atkins & Co., Hamilton, Ont.

**WHEELS, WELL**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**WHIFFLETREE HOOKS**
The International Malleable Iron Co., Ltd., Guelph, Ont.

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Thos. Birkett & Son, Ltd., Ottawa, Ont.
Caverhill Learmont & Co., Limited, Montreal.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

**WHITE LEAD**
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WICKS, STOVE**
The Happy Thought Foundry Co., Ltd., Brantford.

**WIND SHIELD GLASS**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

**WINDOW WEIGHTS**
The Katie Foundry Co., Galt, Ont.

**WINDOW GUARDS, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.
Wires of Canada Limited, Hamilton, Ont.

**WIRE, ANNEALED**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

**WIRE, BRIGHT**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.

**WIRE BASKETS, HEAVY**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**WIRE CLOTH**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

**WIRE, COPPERED**
The Graham Nail Works, Toronto.

**WIRE CUTTERS**
Bridgeport Hardware Co., Bridgeport, Conn.

**WIRE, HAY**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**WIRE HOOPS**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WIRE DOOR MATS**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**WIRE RODS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WIRE, OILED AND ANNEALED**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

**WIRE, TINNED**
The Graham Nail Works, Toronto.

**WIREWORK OF ALL KINDS**
B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont
The McDonald Wire Goods Co., Drummondville, Que.

**WIRE WHEELS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**WIREWORKING MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**WIRE WINDOW SCREENS**
Atlas Iron, Wire & General Metal Works, Toronto

**WOODENWARE**
The Brett Mfg. Co., Winnipeg, Man.

**WRAPPING PAPER**
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

**WRECKING BARS, CARPENTERS'**
The Warren Tool & Forge Co., Warren, Ohio.

**WRENCHES AND ACCESSORIES**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

**WRENCHES, ALLIGATOR**
Bridgeport Hardware Co., Bridgeport, Conn.

**WRENCHES, RATCHET**
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**WRINGERS**
Beatty Bros., Ltd., Fergus, Ont
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

**MOP WRINGERS**
The White Mop Wringer Co., Fultonville, N. Y.

**WROUGHT NIPPLES**
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont
The Union Iron & Metal Co., Ltd., Toronto.

**WROUGHT WASHERS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**WROUGHT COUPLINGS**
Wrought Washer Mfg. Co., The, Milwaukee, Wis

**YOKE ENDS**
J. H. Williams & Co., St. Catharines, Ont.

**ZINC, BAR**
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## WANTED

WANTED — SECOND-HAND COPELAND-Chatterson Loose-Leaf Ledger. Box 46, Hardware and Metal.

HARDWAREMAN WITH TWENTY YEARS' experience in all branches as salesman, stockkeeper and buyer, or would consider position on road. Box 10, Hardware and Metal.

A WINNIPEG FIRM WITH WAREHOUSE and office doing business with the Hardware, Paint and Auto Accessory Jobbing Trade in Western Canada desire to represent Manufacturer of lines of merit either on commission basis or as distributor. Box 287 Hardware and Metal.

PRACTICAL FURNACE MAN DESIRES TO connect up with good firm. Good reference. Box 78 Hardware and Metal.

## FOR SALE

STOVE REPAIRS, FIRE BRICKS, IRON Linings, Water Fronts, for Garlands, Pen Esters, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Magnets, Colonials, Colonists and all kinds of stoves. Write for Complete list and prices. Grundy Bros., Strathroy, Ont.

HARDWARE BUSINESS IN ONE OF THE best cities in Ontario; stock about $25,000. Turnover three and a half times last year. Apply to Box 42, Hardware and Metal.

COMPLETE TINSHOP FOR SALE IN TOWN of 2,000 population. Two tinshops in town. Lease for three years on building; rent cheap. Price to suit purchaser. Reason for selling, have to change climate. Box 211, Hardware and Metal.

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NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St. Montreal. Telephone Main 8144.

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EXPERIENCED HARDWARE CLERK good stockkeeper and window dresser required for Northern town. State wages and references. Apply to Box 29 Hardware and Metal.

WANTED, HIGH CLASS AGGRESSIVE SALESman for large paint manufacturers for Maritime Provinces. Reply to Box 11, Hardware and Metal.

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LIVE DISTRIBUTING AGENT WITH large following, capable of thoroughly covering retail and jobbing trade; hardware and grocery concerns for Quebec and the Maritime provinces. A valuable connection for a concern properly equipped to secure the trade. Box 19 Hardware and Metal.


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The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

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*If interested tear out this page and place with letters to be answered.*

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*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, O t.**

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*For Distinctive — Planned to Pull*

**TRADE-MARKS**

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**HAROLD C. SHIPMAN & CO.**

*Attorneys and Experts in*

*PATENT AND TRADE-MARK CAUSES*

*133 Bank St.—Ottawa, Canada*

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*$1.00 Postpaid*

**Myers Wonderful Speedy Hand Stitcher**

Repair shop in itself, mends harness, shoes, auto tops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

**C. A. MYERS COMPANY**

6326 Woodlawn Ave. Chicago, Ill. U.S.A.

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## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**

WINNIPEG, MAN.

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## BATH ROOM FITTINGS

**K NIAGARA**

**KINZINGER, BRUCE & CO., LIMITED**

NIAGARA FALLS, CANADA

*WHAT WE MAKE WE GUARANTEE*

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F.S. BURCH

| Retail Prices | | |
|---|---|---|
| | Single Spiral Colored Bands | $1.00 for 100 |
| | Ribbon Bands Colored | $1.65 for 100 |
| | Challenge Adjustable Bands | .90 for 100 |

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

**RIDEAU SPECIALTY CO.**

MANUFACTURERS, SMITHS FALLS, ONT.

---

## "Monarch" & "Safe-Lock" Fencing

**We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.**

**Owen Sound Wire Fence Co. Ltd.**

OWEN SOUND, ONT.

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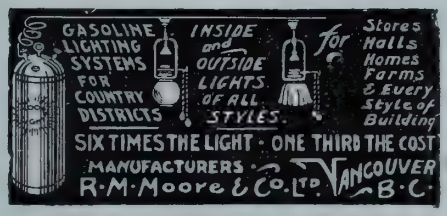


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PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

***Toronto Foundry Co.***

884 Davenport Road TORONTO, CAN.

---

## STERLING

**Hack Saw Blades and Machines**

***Manufactured by***

**Diamond Saw & Stamping Works**

BUFFALO, N.Y.

---

Look for the full name

**RUSSELL JENNINGS**

stamped on the round of our

**AUGER BITS**

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855

**RUSSELL JENNINGS MFG. CO.**

Chester, Conn., U.S.A.

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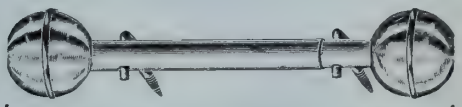

*Curtain Rods, Household Fixtures, Bathroom Fittings.*

Newell Mfg. Co. Ltd., Prescott, Ont.

---

## Cameron Store Equipment

*Our Specialty*

**Cameron & Company**

74 Logan Ave. Toronto

---

## DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

**Mills at Doon and Kitchener, Ont.**

---

**THE PROGRESSIVE MANUFACTURING CO.**

Torrington, Conn., U.S.A.

## FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

*If interested tear out this page and place with letters to be answered.*

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LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES


*If interested tear out this page and place with letters to be answered.*

# Millers Falls

## Auto Jack—No. 145

WE wanted a jack that would lift a 1½ ton truck. It must be simple in construction. It had to stand firmly on its base and take up little room in the tool box. Lastly, of course, it must measure up to the Millers Falls standard and be worthy of the Millers Falls guarantee.

Having thus decided, we made a jack to fit the specifications. We christened the new jack "No. 145" and put it through its paces. It performed right up to the handle. It had to, in order to win membership in the Millers Falls family of dependable tools. Every Millers Falls Auto Jack is severely tested before it leaves the factory. If one of our jacks fails to give satisfactory service, we replace it cheerfully.

This fine auto tool makes friends for you and for us, and the more friends we have, the more tools we are going to sell. How many jacks do you need, right now, to round out your stock?

**MILLERS FALLS COMPANY**
**MILLERS FALLS, MASS.**

*Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools*

*Canadian Sales Agent*
ADCOCK & BREWER
LIMITED
222 St. James Street
Montreal, Que.

*Strong folding handle, extensible to 36 inches*

*Showing working parts and auxiliary base*

MILLERS FALLS TOOLS
SINCE 1868

*The Millers Falls Factories—in the quiet, peaceful Berkshire Hills of New England*

# If a clerk pilfered you would say: "Go!"

## ---Why, then, keep the old scale that is dipping into your profits, day after day?

As a business man, how long would you tolerate a clerk who took a daily toll from your receipts? He would go and go **TODAY.**

Can you afford to wait until **TOMORROW** to banish from your store the old-fashioned equipment that robs you of your profits?

**TODAY** is the day to stop your profit leaks. Giving away the fraction of an ounce at each weighing means a loss within a few months exceeding the cost of a Dayton Hardware Scale.

Not only is the Dayton Hardware Scale the greatest money-saving appliance you can instal in your store—but beyond this it is an instrument of a hundred uses in the lightening of your work.

When you are taking stock, the Dayton's **EXCLUSIVE** counting scoop attachment relieves you of irksome toil in counting nuts, bolts, screws and other small articles.

The wire rack, another **EXCLUSIVE** Dayton feature, makes possible rapid and easy weighing of coils of wire, rope, etc.

The Dayton's **EXCLUSIVE** features alone are worth the entire price of the scale.

International Business Machines — Speed Accuracy Economy

**The Dayton Hardware Scale is a service-giver without any "ifs" or "buts." It is a standing medium of good-will between merchant and customer.**

**Every hardware dealer who wishes to keep his business methods up to date should be thoroughly informed as to the services the Dayton Scale will render to his customers, his clerks and himself. A card today will bring our latest printed matter, or we shall be glad to arrange for a demonstration, without obligation on your part.**

# INTERNATIONAL BUSINESS MACHINES CO., LTD.

**Frank E. Mutton, Vice-President and General Manager. HEAD OFFICE and FACTORY, Royce and Campbell Avenues, Toronto. For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.**

*Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.*

# Hardware and Metal

Vol. XXXIII. No. 38 | THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA | September 17, 1921

National ELECTRIC

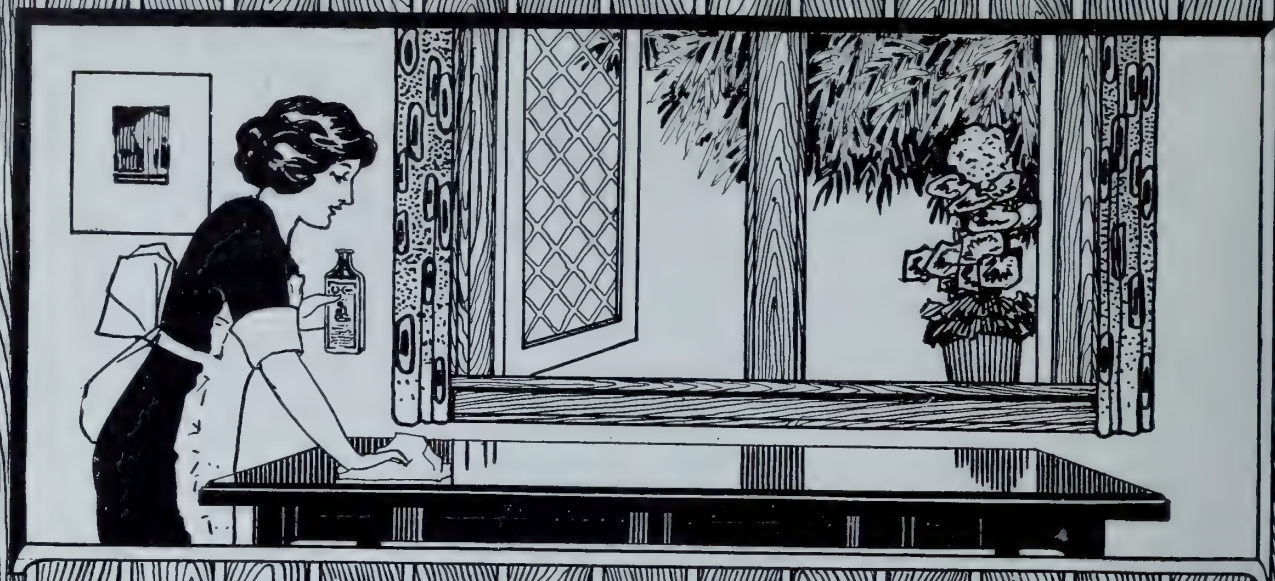
National ELECTRIC

The "Heatray" sells well for hardwaremen, because its genial glow sheds a grateful, pleasant warmth that makes every corner a cosy corner. It is portable, adjustable, and meets fully the needs of Canadian homes for an entirely satisfactory auxiliary heater.

HEATRAY

The National Electric Heating Co.
Limited

Toronto Canada



# PROFIT

Cut prices on ordinary staples may build a big *volume of* business. But
Your business must depend for its real growth and real profit, on

# QUALITY GOODS

which can be sold at a fair profit per sale and show goodly annual turn-over. That is the big advantage of *O-Cedar Polish and O-Cedar Polish Mop.* They maintain steady consumer demand—and your customers are content to pay the full purchase price for such quality products.

## RETAIL SELLING PRICES

O-Cedar Polish
In Bottles 30c and 60c
In Tins $1.50 to $3.50

O-Cedar Polish Mop
Small size, $1.25
Large, $2.00

**CHANNELL LIMITED**
**TORONTO**

# O-Cedar Polish

# 'RICE LEWIS' NEWS

## Stop the Leaking Coal Bin!

You remember the story of the little Dutch boy who prevented disaster to his country by stopping the hole in the dyke with his finger.

The leak in the coal bin can develop into a tremendous expense—but it can be stopped by the use of weather strip on doors and windows if taken in time. By stopping the cold air from entering the house you stop the warm air from escaping.

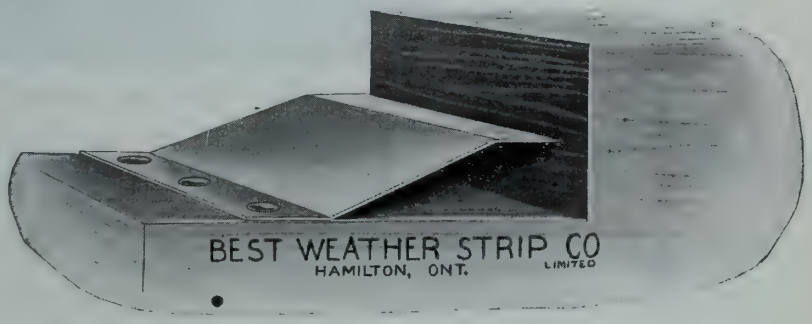
We stock the leading lines of weather strip and can give prompt shipment. Order your requirements of the following:

**"Frost King"** for doors and windows, moisture proof, easily applied, put up in handy cartons.

**Regular Felt and Wood Strip**—for doors and windows. This is the standard strip known to the trade for years.

**Clincher Double-Contact Felt Strip**—the latest felt and wood type. Nail passes through both felt and wood, thus preventing felt from becoming loose and the wood from splitting.

**Brass or Bronze Weather Strip**—The "Best" made of special metal and so constructed that it retains its spring. Made in 1 inch and 1¼ inch widths.




**Now is the time to display Weather Strip to get your customers thinking "winter preparation." Let us serve you.**

## Rice Lewis & Son, Limited, Toronto

***Ask the "Rice Lewis" Man or Write Direct***

*If interested tear out this page and place with letters to be answered.*

# *A Splendid Line for Fall Trade*

We now have ready for immediate shipment a good stock of that splendid line for fall selling—**SMP** Royal Nickel Plated Ware—kettles, tea pots and coffee pots.

The designs of this line are most attractive, the finish is excellent and they are made in the standard sizes.

Each article is made of the finest sheet copper heavily nickelled.

You will be pleased to hear that each kettle will be packed separately in a handsome holly covered box for the Christmas trade. They are packed one dozen to a case.

There has been quite a substantial reduction in prices since last year. Buy now and be in good time for the fall trade.

## Shipments Made Promptly

SMP "QUALITY"

The **Sheet Metal Products Co.,** of Canada Limited

Montreal TORONTO Winnipeg
Calgary Vancouver Edmonton

SMP "QUALITY"

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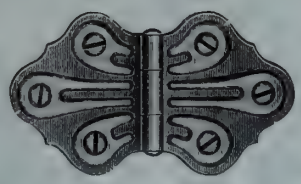
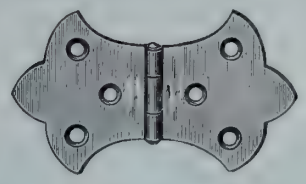
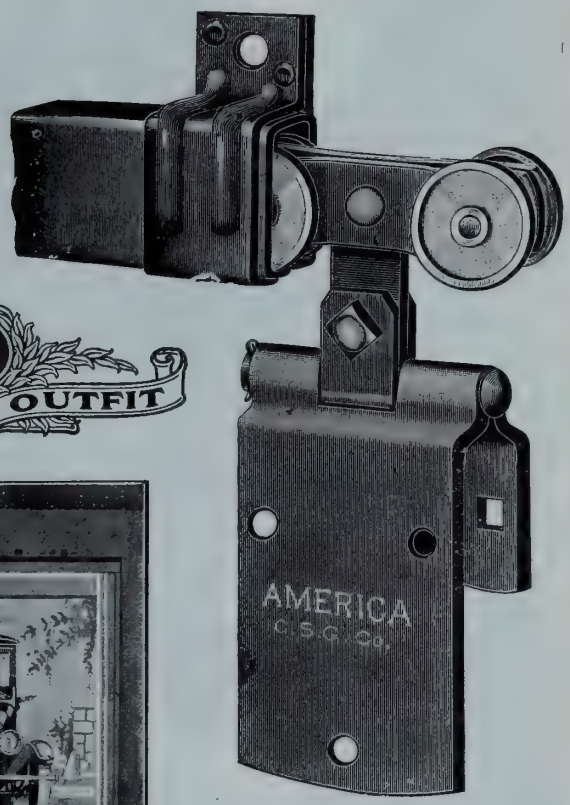


"Butterfly" Pattern No. 1431



"Clover Leaf" Pattern No. 1490




THE HATCH GARAGE DOOR OUTFIT

# Things That Sell Every Day

These few articles, selected at random from the extensive lines of the Canada Steel Goods Company, Limited, are merely suggestions of "things you sell every day."

This is a line of dependable, reliable articles that brings steady and worth-while returns to the merchant. We suggest that you send for Catalogue "D"; examine it well, and then sort up your lines of Builders' Wrought and Garage Hardware.

## Canada Steel Goods Co., Limited

**Hamilton - - - Canada**

*If interested tear out this page and place with letters to be answered.*

# CARBORUNDUM ON THE FARM

CARBORUNDUM has its work to do on the farm as well as in the shop or home.

There are scythes to sharpen, mower sections to grind, farm, shop and household tools of all kinds to be kept keen.

That is why the farmer needs Carborundum and Aloxite Scythe Stones, Carborundum Files, Niagara Grinders, Sharpening Stones and Wheels.

That is why the farm represents one of your most profitable markets for Carborundum products.

It is a market that we can help you develop with Carborundum window displays, trade helps and advertising.

*Glad to have you write for details*

THE
CARBORUNDUM
COMPANY
NIAGARA FALLS, N. Y.

*If interested tear out this page and place with letters to be answered.*

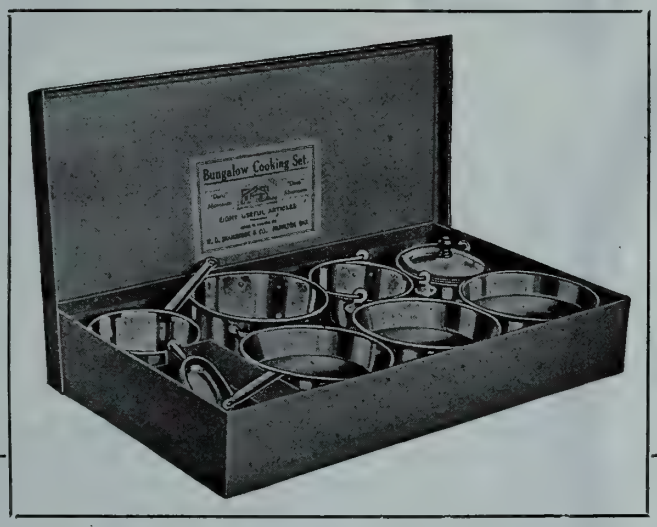
# "DURO"
# ALUMINUM WARE
# 99% PURE

## Canada's Most Popular Cooking Utensil

**Wide Range to Choose From—Popular Prices**

# Order Your Toy Sets Now

Every Piece Useful As Well as Making an Excellent Toy




Supplied in Either Plain or Holly Boxes.

**No. 600—Bungalow Child's Cooking Set (8 useful articles)**

**No. 700—Cottage Child's Cooking Set (4 useful articles).**

**"Duro" is Setting The Pace in the Quality Race.**

**EVERY PIECE GUARANTEED—LEADING JOBBERS HANDLE "DURO."**

Send for trial order — Duro Aluminum Cleanser—Contains six pads steel wool, one cake soap.

## "DURO" is made in Canada by

# W. D. SHAMBROOK & CO.

**HAMILTON - ONTARIO**

*Representatives:*

**A. T. Chambers, Vancouver**
**J. R Anderson, 36 St. Dizier St., Montreal**
**L. T. Walls Sales, Ltd., Winnipeg.**
**Armstrong & Patterson, St. John, N. B.**

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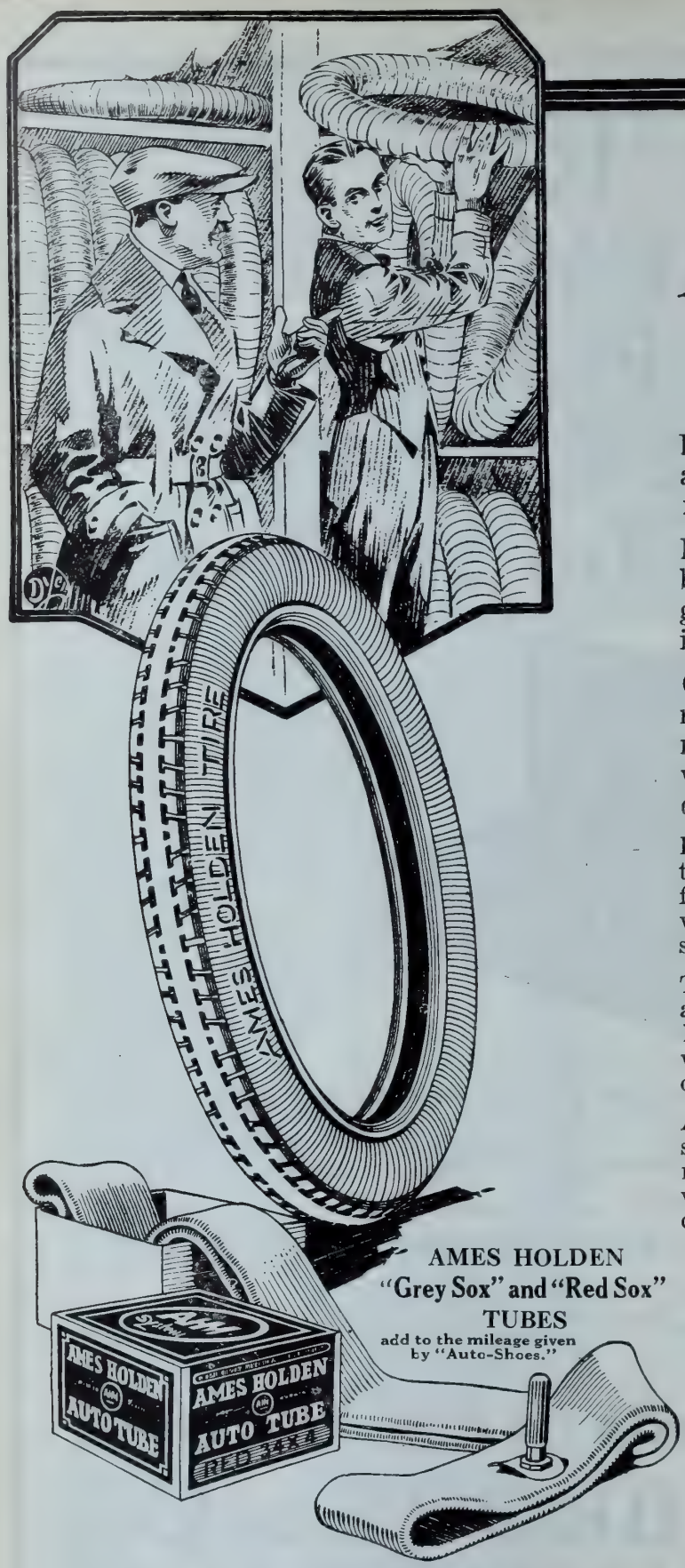


AMES HOLDEN
"Grey Sox" and "Red Sox"
TUBES
add to the mileage given
by "Auto-Shoes."

AHM System

# Are You Selling Mileage?

Formerly motorists were content to accept any tire with a familiar name, without much thought or care about service.

Now the same men are buying mileage—buying it with the keenest determination to get the last yard of mileage for every cent invested.

Observing dealers quote this fact as the reason for the persistent and growing demand for Ames Holden "Auto-Shoes," which are miles better in performance than ordinary tires.

How many miles better, may be judged from the fact that the bulk of sales are coming in from the districts where road conditions are worst—where a 10,000-mile performance seems unbelievable.

Then the Ames Holden "Auto-Shoe" guarantee appeals to buyers of mileage. It's such absolute protection against defective material or workmanship. It permits adjustments without argument or red tape.

Altogether there are scores of reasons why you should sell Ames Holden "Auto-Shoes"—sell mileage. The best one from your point of view, being the generous policy which takes care of your interests very largely. Let us tell you about it. Write.

## Ames Holden "Auto-Shoes"

**CORD AND FABRIC TIRES IN ALL STANDARD SIZES**

# AMES HOLDEN McCREADY LIMITED

**Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, London, Regina, Winnipeg, Saskatoon, Edmonton, Calgary, Vancouver.**

OUR GUARANTEE HAS NO TIME OR MILEAGE LIMITS

C-12

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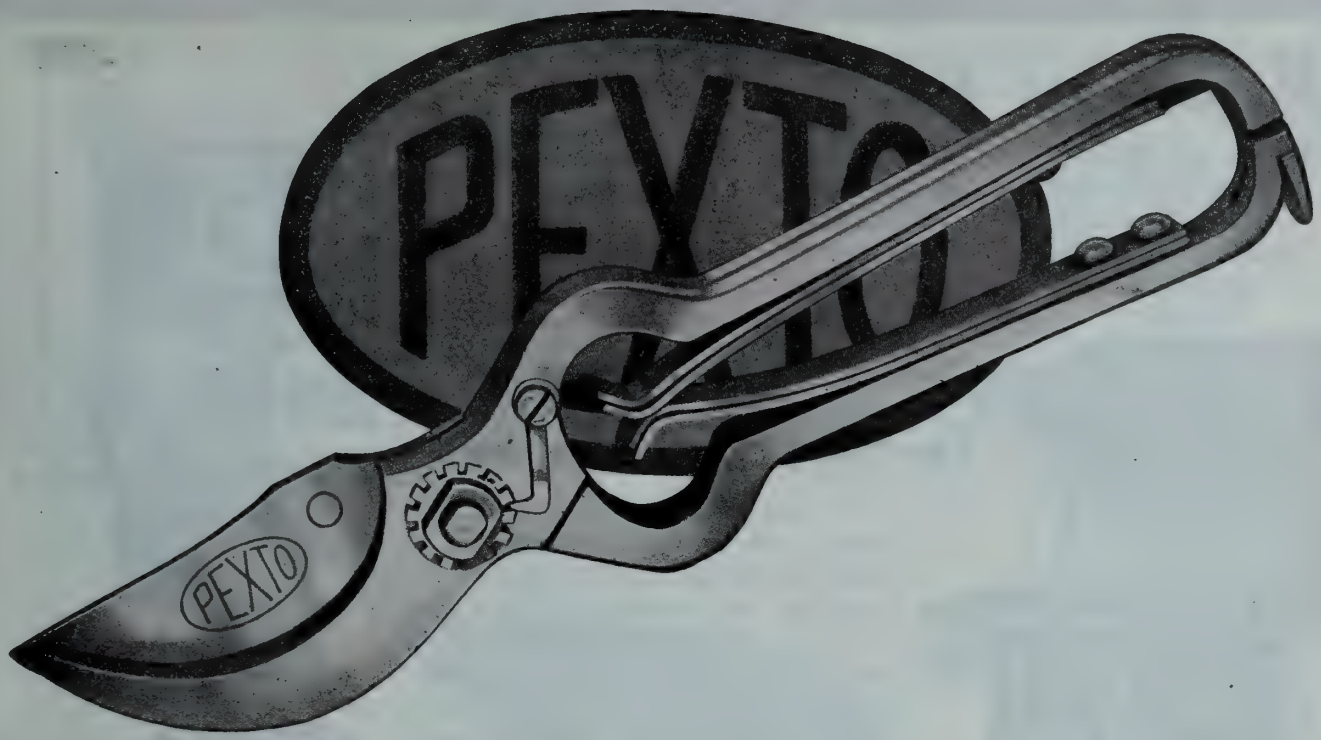
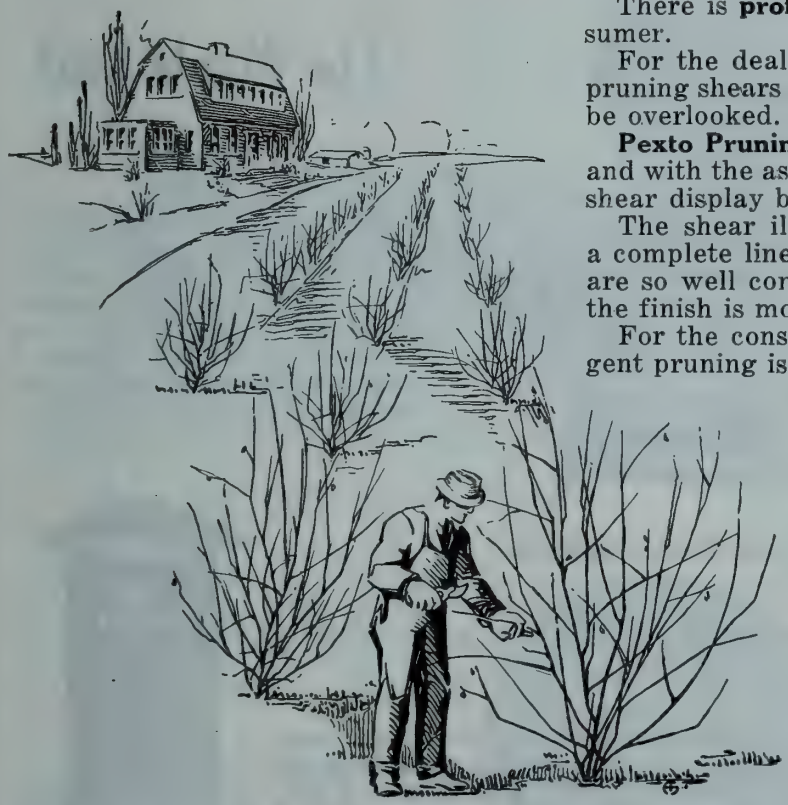



# PROFIT IN PRUNING



There is **profit in pruning** for both dealer and consumer.

For the dealer who stocks a rapid selling line of pruning shears there is a money profit which should not be overlooked.

**Pexto Pruning Shears** will make rapid turnovers, and with the assistance of one of our handsome pruning shear display boards they practically sell themselves.

The shear illustrated herewith is representative of a complete line. They are designed to cut easily and are so well constructed that they will last a life time, the finish is most attractive and durable.

For the consumer—the profit resulting from intelligent pruning is beyond figures.

Our Little Pruning Book is full of instructive and interesting facts, and the price is only fifty cents.

PEXTO

***Write for further details***

*Canadian Representative:*

**Prescott W. Robinson Sales Co.,**
**LIMITED**
414 Drummond Bldg. - MONTREAL

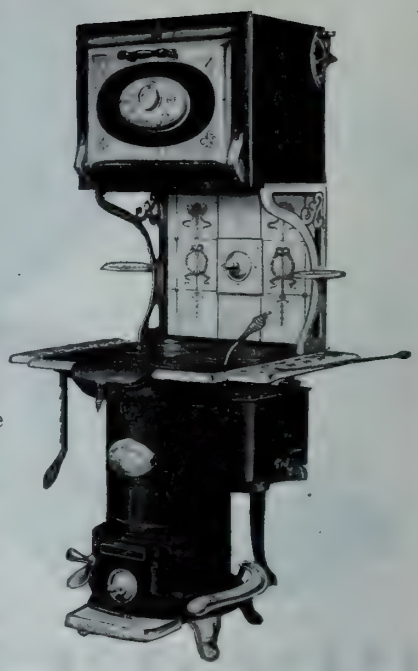
## THE PECK, STOW & WILCOX CO.

**Cleveland - Ohio, U.S.A.**

*If interested tear out this page and place with letters to be answered.*

# Maple Leaf Has No Competitors

WE cannot make all the stoves and ranges that are used so the Maple Leaf line includes only the best. The styles and designs that have the Maple Leaf brand have earned it only through a severe process of elimination. It is a case of the "survival of the fittest." The dealer who handles this line is in an enviable position. Are you one of the lucky ones?

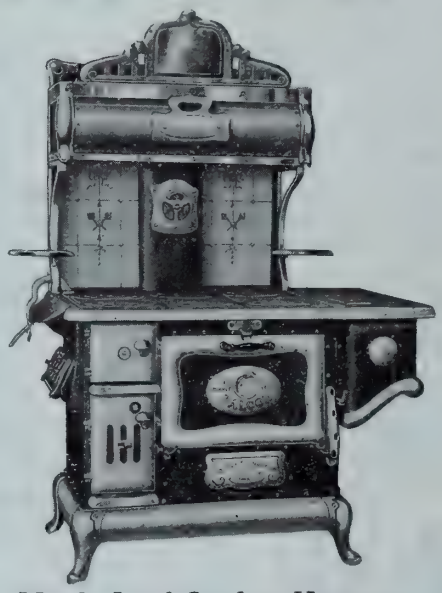


## The Maple Leaf Composite

This range is unique—There is nothing like it on the market. There never will be because of its patented flue system which makes the high oven possible. It is the peer of all "Quebec" heating, cooking and baking ranges. It occupies only a small floor space. It has all the modern attachments. It burns all kinds of fuel and every woman who buys one will help you sell others.

## The Maple Leaf "That's It" Range

A side-oven, 6-hole "Quebec" Range that leaves nothing to be desired. The heat units are so controlled by the new undertop that the fire must pass under all six covers. The oven is 13¼ x 11½ x 20″ deep with balanced spring type drop door, friction catch non-heating handle and thermometer. It has a broiler lift and a pouch feed door. It can be fitted either with a hot water boiler or copper reservoir and with or without warming closet. This is a stove that is hard to beat.



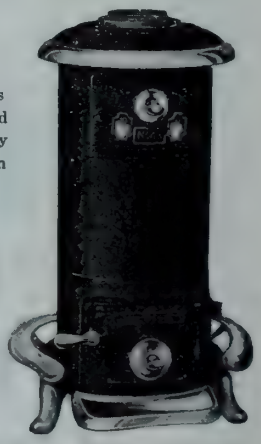
## The Maple Leaf "Falcon"

An aristocratic steel range that will back up every claim you can make for it. It is made in several handsome designs which makes it an ornament in any kitchen. It gives perfect satisfaction at all times—The Falcon is both a money maker and a friend maker for the dealer.

The Maple Leaf Line contains everything from a Quebec heater to a cooking range or a furnace. It enables you to meet every demand of your trade and to give them always perfect satisfaction.

### Maple Leaf Quebec Heaters

There has never been a heat-making machine invented for this northern climate that excels in simplicity and efficiency the so-called "Quebec". It burns any and all kinds of fuel—consumes it completely—extracting every last heat unit. Maple Leaf "Quebecs" are made in many sizes and many designs—all of them are winners.



***DEALERS:***
***If your town has no Maple Leaf agency, better write us to-day.***

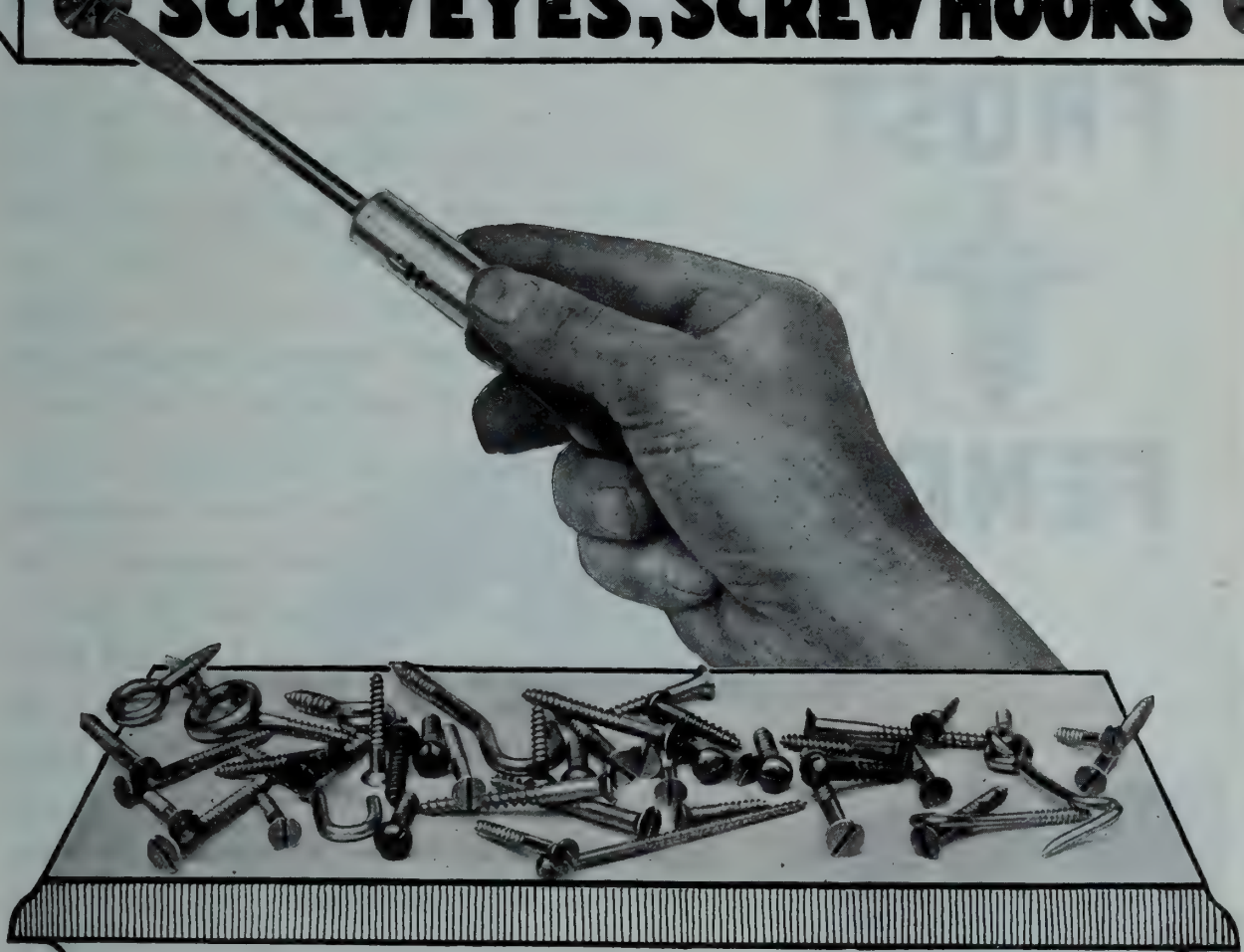
**BEACH FOUNDRY LIMITED**

**Head Office and Factory, Ottawa, Canada.**

**Branches in Winnipeg and Vancouver**

# SCREWS

## SCREW EYES, SCREW HOOKS



We manufacture all varieties of Iron, Steel, Copper, Brass, and Bronze Wood and Machine Screws -- finished bright, polished, blued, silvered, nickeld, coppered, tinned, bronzed, japanned, lacquered or galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL


*If interested tear out this page and place with letters to be answered.*

# Are You Getting Your Share?

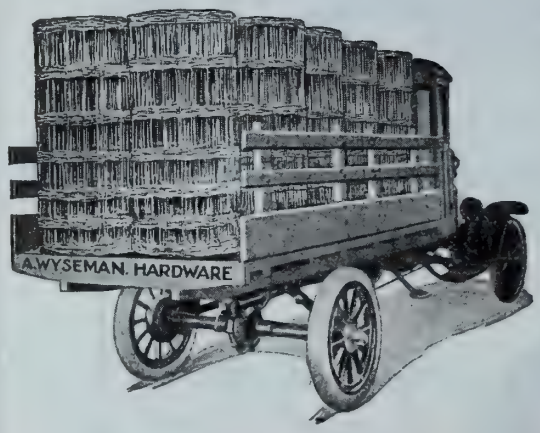
**FROST**

**FENCE**

According to Government announcements, farmers are each year removing more and more of the old snake and stump fences and replacing them with fences of woven wire.

Are you getting your share of this wire fence business? Have you a type of wire fence in your store that you *know* will satisfy the needs of your farmer customers? Do you carry a line of Frost fences, or, if not, have you considered the advisability of handling the Frost Fence?

Frost Fences are the answer to the farmers' demand for a fence combining strength, appearance and economy. The wire is tough and strong, and the mesh is held together by the tight lock that grips as no other lock does. The stays are straight and evenly spaced, making a fence that is easy to stretch, and which stands straight as an arrow, and it is truly economical, for the wire used is full gauge No. 9—drawn in our own plant and heavily galvanized with high-grade spelter.




Hardwaremen realize the opportunities of expansion that come through handling a product of superior qualities.

**Frost Steel and Wire Co., Limited.**
**Hamilton, Ont.**

MANUFACTURERS OF—
Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.

***Write for Catalogue***

*If interested tear out this page and place with letters to be answered.*

CANADA
FOUNDRIES & FORGINGS
LIMITED

THE IRONWARE PEOPLE OF CANADA

GRIDDLES, CHAUDRONS, SPIDERS,
KETTLES, POTS

JAMES SMART PLANT
Brockville - Canada

Tapatco Stapling Device for attaching hooks (Patented in U.S., Dec. 1, 1914; patented in Canada, April 6, 1915.) Gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.

TAPATCO BRAND
REGISTERED TRADE MARK
COLLAR PADS

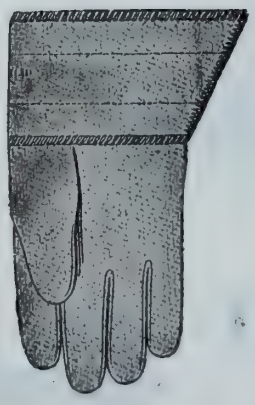
# Soft Cushion-like Protection

Real protection for the horse. Tapatco Horse Collar Pads pay for themselves many times over by the work of horses they keep fit. These effective pads absolutely prevent galled, chafed or bruised shoulders. A horse laid up for one day may cost far more than an outfit of Tapatco Collar Pads for all your customers' horses.

## Tapatco Brand Work Gloves

Have made good in actual service of the hardest kind. They prove cheapest in the long run because they give more wear per dollar.

Tapatco Gloves are made of selected cantons in Gauntlet, Knit Wrist and Band Top Styles. They are supplied in Heavy, Medium or Light Weight; also, in Leather Tip, Leather Faced; Jersey Gloves and Mitts in Tan, Slate or Oxford.

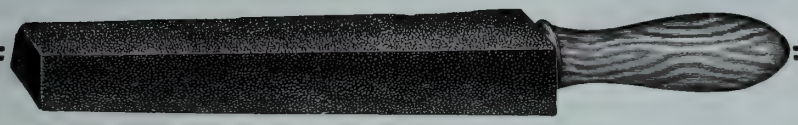


**The American Pad & Textile Co.**
**Chatham, Ontario**

*If interested tear out this page and place with letters to be answered.*

*Made in Canada*

*By Canadians*



## This Is The Time To Display

# HART MOWER FILES

In every display of harvest and hay-making tools, let Hart Mower Files have a prominent place.

Put them on counters where the prospects can handle them. There is a very convincing feel to Hart Mower Files, and a closer acquaintance with them develops their merits for the customers' information.

**Canadian Hart Products Limited**

**Hamilton - Canada**


*If interested tear out this page and place with letters to be answered.*

# I-XL RAZORS

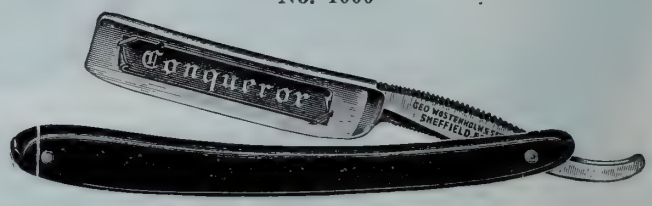
## GEO. WOSTENHOLM & SON, LTD.

**SHEFFIELD, ENGLAND**

No. 2000

*PEERLESS*

No. 1000




*CONQUEROR*

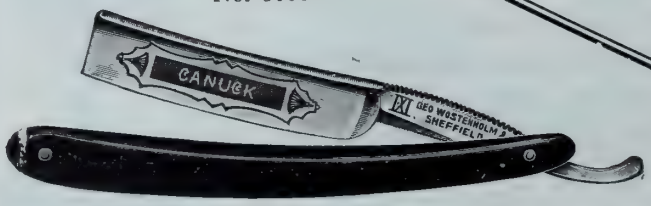
**I-XL RAZORS**

are made of the finest grade of Sheffield razor steel, by a selection of skilled workmen who pay most careful attention to the grinding and tempering. Each blade is carefully honed and tested before leaving the factory, and a written guarantee is placed in every box.

A merchant may build his reputation on the I-XL Brand, as it speaks for itself, creates satisfied customers, adds to the reputation of his business, and saves time and expense in making sales.

Write for our Booklet of Illustrations and Descriptions

No. 5000




*CANUCK*

No. 5001

*IMPERIAL*

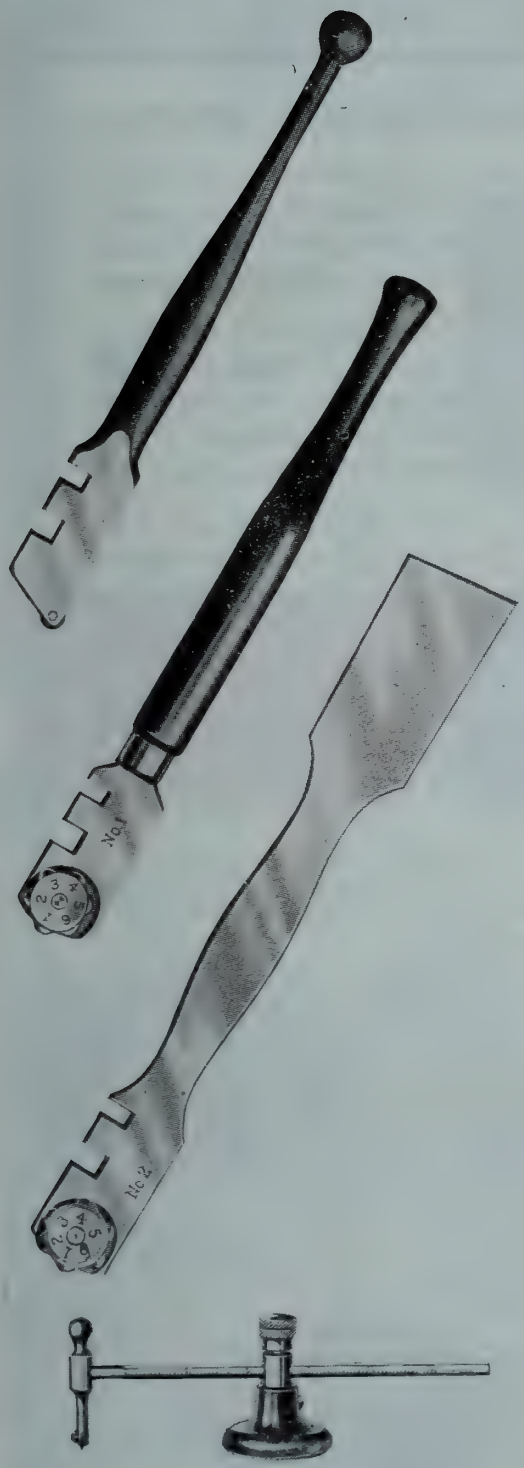
A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

**A. MACFARLANE & CO., LTD.**
**MONTREAL, QUE.**

**Sole Agents for Canada**

*If interested tear out this page and place with letters to be answered.*

# GOODELL-PRATT
## 1500 GOOD TOOLS




## The Store with a Stock Will Sell the Tools

In these days of hand-to-mouth buying, most of the tools are sold for rush repair jobs—jobs that can't wait. If you have the tool in stock, the sale is yours: if not, the buyer will go elsewhere and you may lose his future business.

You cannot afford to let your customers go out unsold but you should hold their trade and increase your own reputation by carrying a good assortment of high grade tools to give your customers satisfaction.

Take Glass Cutters for instance; the large glass factories both in America and Europe know that there is nothing better than a Goodell-Pratt Glass Cutter Wheel for satisfactory results and long service. These same wheels come in single wheel or turret head cutters to meet all requirements of your trade.

**All Prices Guaranteed Against Our Own Decline up to December 31, 1921.**

**GOODELL-PRATT COMPANY** Greenfield, Mass., U. S. A.

*If interested tear out this page and place with letters to be answered.*

*If interested tear out this page and place with letters to be answered.*

# The Name is a Guarantee

## of

## STRENGTH, LENGTH and QUALITY

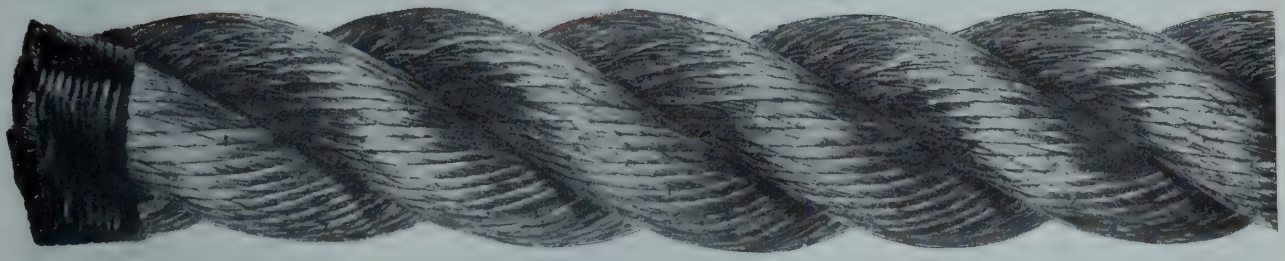
Binder Twine of
Exceptional Quality

650 Feet to Pound

Made by Canadians
For the Canadian Farmer

Lion Brand
Best Quality

Beaver Brand
Hardware Grade



## Manufactured by CONSUMERS CORDAGE CO., Limited

MONTREAL and HALIFAX, N.S.

**Branches at St. John, N.B., and Toronto, Ont.**

*Agents and Stocks :*

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William.

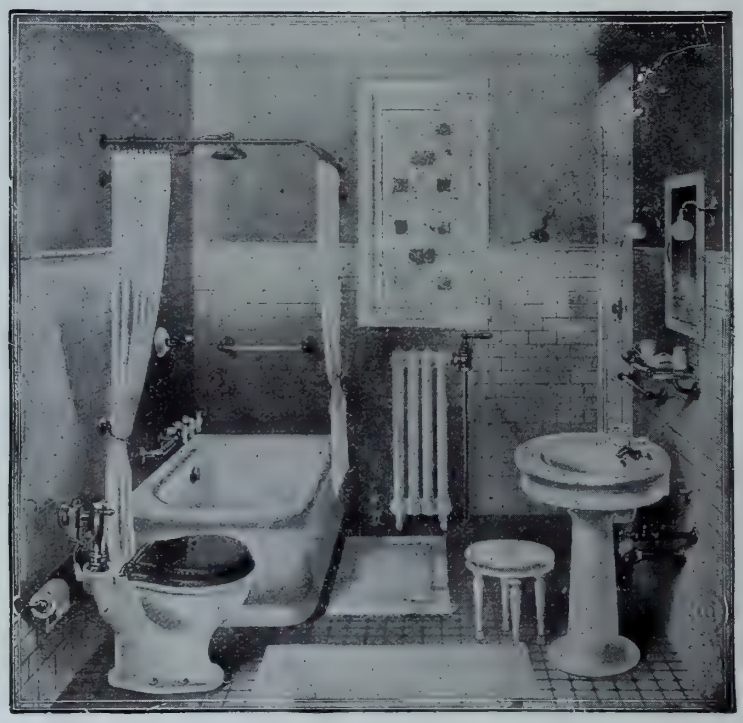
James Bisset & Co., Quebec. MacGowan & Co., Vancouver.

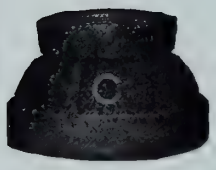
# CRANE SERVICE

places within your reach, through numerous showrooms and branches, the most advanced ideas on

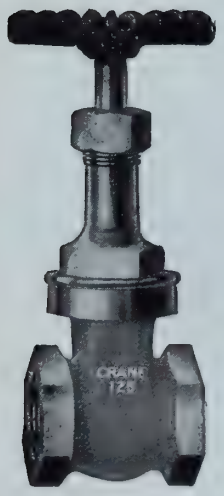
## Heating and Plumbing Equipment

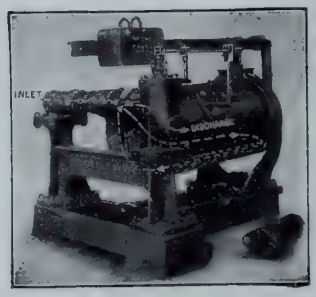
FOR BUILDINGS OF ALL KINDS AND SIZES





*Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.*



**CRANE**
**LIMITED**
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

**Branches and Warehouses:**
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

**Sales Offices:**
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

**CRANE-BENNETT**
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

**Sales Offices:**
MANCHESTER, BIRMINGHAM.

# Because They Are So Thickly Filled--

The average housewife is a pretty shrewd judge, when it comes to household brushes. You know before you show her the two different brands you carry—just which brush she will select.

## Keystone Household Brushes

are invariably the choice of the careful buyer.

First of all, she likes a good-looking brush. Keystone brushes are most attractive in appearance. The backs are unusually well-finished.

Then, she carefully examines the fibres or the bristles. These must be of excellent quality—if the brush is to give satisfactory service.

And, most of all she does appreciate a brush that is thickly filled, for a well-filled brush makes household labor so much lighter.

## Keystone Household Brooms

are so closely packed with the best quality of fibres and bristles that the customer knows at a glance that these are brushes made to give real service.

Many dealers have built up a permanent Brush business by handling the Keystone line exclusively.

KEYSTONE BRAND

***Send for a sample shipment***

**STEVENS-HEPNER COMPANY, LIMITED - PORT ELGIN, ONT.**

# Mr. Dealer,

Our TWO-IN-ONE Quebec Heater with oven is made in eighteen different styles. You cannot possibly lose a sale with our line. Your customer gets what he wants and is satisfied.

Our RADIO Round Top Heater on nickel plated base and feet is very nice looking. It catches the eye of every prospective purchaser. It is a sure sale. The difference in price compared with that on the black base is but very little. It helps turning out better profits. No competition, the only one on the market made in that style.

Write us for Nos. 14 and 15 Supplements.

Lamarre & Company
Limited
St. Remi, Quebec

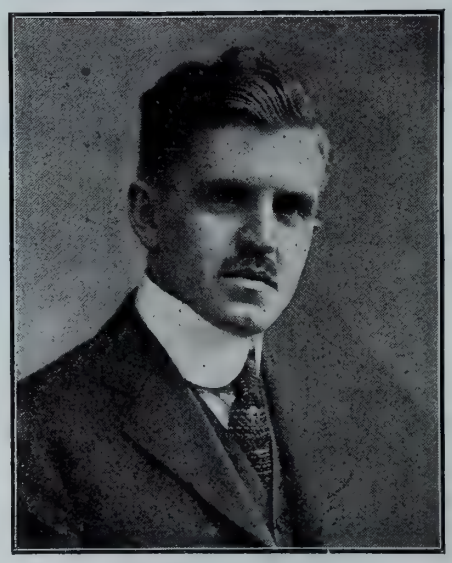
*If interested tear out this page and place with letters to be answered.*

# A NEW SERVICE IN THE ACCESSORY FIELD

THE Nicholson Sales and Service Company have taken over the automobile accessory business of Walker-Vallance, Limited, of Hamilton, Canada.

One hundred per cent. service will be the watchword of the new organization. Nothing but automobile accessories will be handled and the business will be exclusively wholesale. While a comprehensive stock of all accessories of merit will be carried, the policy of the new company will be to specialize in the leader in each line. In this way, dealers are sure of obtaining articles in greatest demand and shelf-warmers are eliminated.

***Your business will be appreciated***



NORMAN NICHOLSON
Proprietor

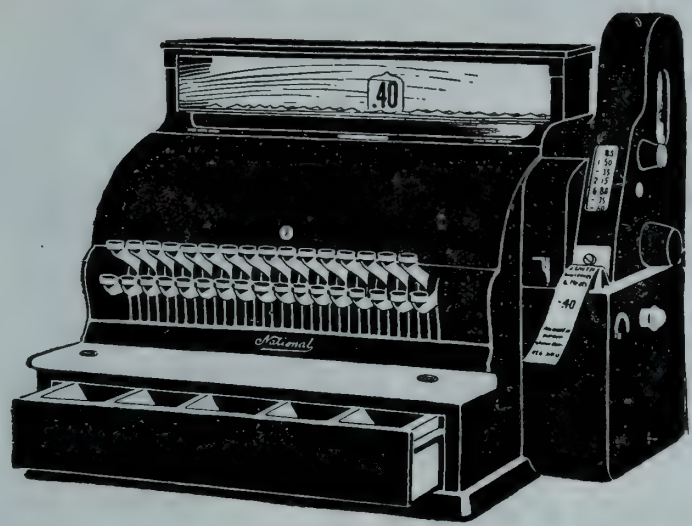
## NICHOLSON SALES & SERVICE CO.

23-25 KING WILLIAM ST.

HAMILTON ONTARIO

*If interested tear out this page and place with letters to be answered.*

# Another improvement in National Cash Registers. Low-priced receipt printer.




## To all merchants:

**When you press a key on this register—**

**(1) It shows the price of the article.**

**(2) It prints a record for the merchant.**

**(3) It prints this receipt for the customer.** ⟶

**(4) It opens the cash drawer.**

**(5) It adds up the money received for the day.**

J. BLANK
214 Main Street
Blankville

-.40

Amount of
Purchase Shown
Above

05 SEPT 10

**Copy of receipt printed for each customer**

**Now there is a receipt-printing National Cash Register for every line of business.**

**Old registers bought, sold, repaired, and exchanged.**
**Easy payments. Liberal allowance for old registers.**

We make cash registers for every line of business

# NATIONAL
## CASH REGISTER CO.
### OF CANADA LIMITED

*If interested tear out this page and place with letters to be answered.*

Standard among file users for over fifty years, our five brands of files bring easy profits to the dealer.

They are known, and they sell themselves.

They are obtained readily from your jobber: we carry large reserves to meet the growing demand.

Our consumer advertising is educating file users to replace worn files promptly.

Specify one of these brands when ordering:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by
Nicholson File Company
Port Hope - Ontario

***Good Tools —— make better Sales***

YOUR customers will appreciate the good points of Williams' Superior Drop-forged Nail Hammers, for they mean efficient service.

Their heads are hard, dense and tough. The special split and pitch of the claws give a fast, powerful draw; nails can be drawn **point** first. The tapered eye and special wedges anchor the handle permanently. Its flared grip prevents all hand-slip. Their perfect balance assures increased striking power.

One good tool sells another and Williams' Hammers — made in Canada—will help to move other lines. All patterns and sizes. Catalog on request.

**J. H. WILLIAMS & CO., Limited**
*"The Drop-Forging People"*

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

**30 Thorold Road | St. Catharines, Ont.**

When you require a roof, the measurement will be in squares (100 square feet). A basis for analysis of the costs of Brantford Asphalt Slates is given below:

**1**—INITIAL COSTS OF MATERIALS—Brantford Asphalt Slates are sometimes higher in initial cost for the material.

**2**—NAILS REQUIRED—Brantford Asphalt Slates require ONLY 684 nails to lay a square. Brantford Asphalt Slab Slates require ONLY 450 nails.

**3**—COST OF LAYING—Brantford Asphalt Slab Slates are four on one strip—require only one operation in handling, one operation in spacing—Individual slates are 8 x 12¾ inches—Cut easily, fit easily, fit on angles and bend over round surfaces. You save 30 to 50 per cent. in laying.

**4**—NO PAINT OR STAIN REQUIRED—The surface of Brantford Asphalt Slates is in nature's permanent colors, green and red, unfadeable, always attractive,—requiring no stain to produce artistic effects, no liquid coats to make them fire-resistant.

**5**—SAVING OF INSURANCE—Brantford Asphalt Slates are classed as non-combustible by fire insurance Companies—a direct saving of from 10 to 20 per cent. on premiums is effected. In certain localities fire regulations demand asbestos paper under some roof materials, but Brantford Asphalt Slates are fire-resistant and are immune from special regulations.

**6**—COST OF REPAIRS—From the day they are laid Brantford Asphalt Slate roofs show almost 100 per cent. of the original roof untouched. Brantford Asphalt Slates do not curl, split, crack or rot. Complete protection and permanent protection are built into Brantford Asphalt Slate Roofs.

Compare these roof costs with those of any other roofing material; it is your money you are spending and you want value for it—then buy

# Brantford
## Asphalt Slates

Distributed under Brantford Roofing Trade Marks, through Brantford Roofing Dealers. Stock carried, information furnished, service rendered by our dealer in your district.

**Brantford Roofing Co., Limited**

HEAD OFFICE and FACTORY,

**Brantford, - Canada**

**Branches at Toronto, Montreal, Halifax and Winnipeg**

171

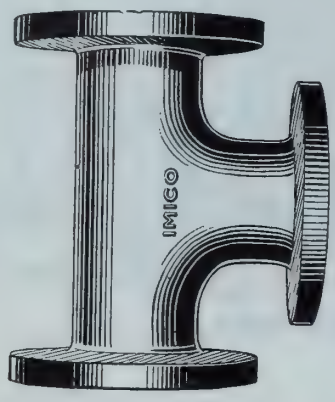
*If interested tear out this page and place with letters to be answered.*

# They're 'On The Map'

**NM Brand Pipe Fittings**

The Brand that has the Quality

We are also equipped to make the general run of malleable and grey iron castings for manufacturers of machinery, agricultural implements, automobiles and specialties.




Our cast iron fittings are made with iron of high tensile strength, properly proportioned, and correctly tapped. Our malleable fittings are made of Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads. We can supply both screwed and flange fittings, either black or galvanized.

**International Malleable Iron Co., Limited**

**Guelph, Ontario, Canada.**

The "NATIONAL" Line

OF

GUARANTEED

# AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

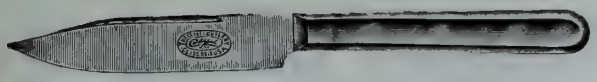
# OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

**THE NATIONAL FARMING MACHINERY Limited**

**Montmagny, Quebec**


*If interested tear out this page and place with letters to be answered.*



THE CLYDE CUTLERY CO. Clyde 1850 CLYDE, OHIO, U.S.A.

# The CLYDE CUTLERY CO., Clyde, Ohio

***Manufacturing a complete line of***

## HOUSEHOLD CUTLERY

***A knife specially designed for every household use. Made from the finest steel by skilled workmen.***

Butcher Knives
Kitchen "
Bread "
Slicing "
Carving "
Cooks' "
Grape Fruit Knives
Palette "
Oyster "
Putty "
Family Cleavers
Kitchen Forks

See that you have our new number 18 catalogue, now ready for distribution, as this shows a very complete line of our new designs in Aluminum Handle Household Cutlery.

***Canadian Sales Office*** **ADCOCK & BREWER, LIMITED** ***MONTREAL, Que.***

THE CLYDE CUTLERY CO. Clyde 1850 CLYDE, OHIO, U.S.A.

# Enamelled Ware

The high quality of Davidson's "Premier" Enamelled Ware has secured for it a popularity which extends all over the Dominion.

To have a regular stock of this line is a wise investment because value for value it has no superior in the trade.

Tea-kettles, for instance, are excellent sellers—they have seamless bodies, all joints, spouts and ears for handles being electrically welded. They are then triple coated and baked after each coating. They are also white lined.

Complete absence of air holes prevents rust and leakage. They can also be had with pit bottoms in 4 sizes.

We can also give you these in "Colonial" ware—a slightly cheaper grade.

*The Thos Davidson Mfg. Co. Limited*

**Head Office : Montreal**
**Branches : Toronto and Winnipeg**
**Steel Foundry Division : Lachine Canal, Turcot**

# DAVIDSON

*If interested tear out this page and place with letters to be answered.*

**An Axe is as Strong as its Handle**

# STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

## Carefully Selected
## Lines of Saleable Goods

Thousands of lines of hardware, and kindred goods, are offered on the Canadian market. To select your stock directly from these would take an amount of time your business couldn't afford. It would be a heavy task to interview all the manufacturers' salesmen and make your selections, beside the ever present difficulty of determining the right lines that the public is going to buy. There are problems of buying in quantities large enough to convenience the manufacturer, and of warehousing the stock when bought. All these services are performed for you by a reliable jobber. May we do it for you?

**Thos. Birkett & Son Co.,**
**LIMITED**

*Shelf and Heavy Wholesale Hardware*

**Ottawa, Canada**

## Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

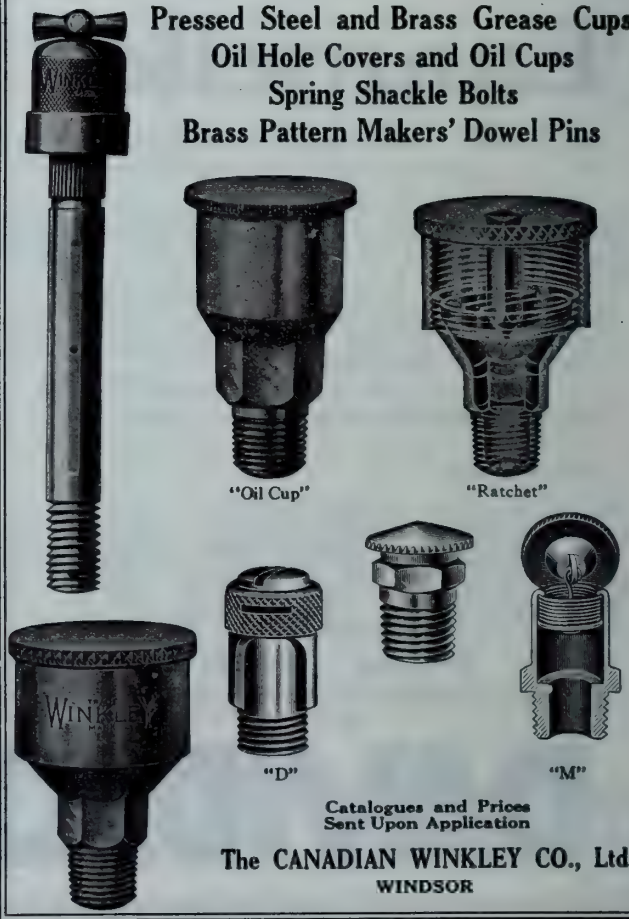
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

**The Wm. Cane & Sons Company, Ltd.**
**Manufacturers NEWMARKET, ONTARIO**

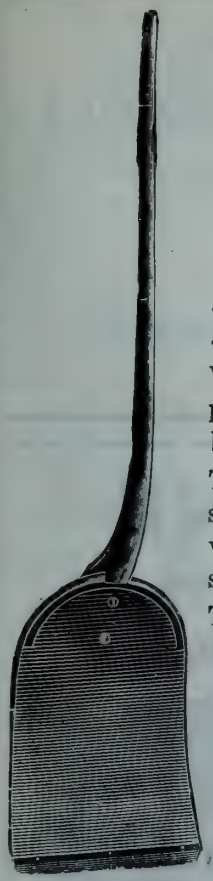
**Pressed Steel and Brass Grease Cups**
**Oil Hole Covers and Oil Cups**
**Spring Shackle Bolts**
**Brass Pattern Makers' Dowel Pins**




Catalogues and Prices Sent Upon Application

**The CANADIAN WINKLEY CO., Ltd.**
**WINDSOR**


*If interested tear out this page and place with letters to be answered.*



# For Quick Sales—Real Profit

# VICTOR

## Improved Wood Snow Shovels

VICTOR Shovels bring quick sales because they have good selling points. Look them over; see, in the diagram above, how the blade is attached to the handle.

These reliable shovels will never damage the floor of a barn or stable, as steel shovels will, and they never rust. Their strength will stand any climate. All VICTOR Shovels are oiled to prevent snow from sticking.

They are made in different sizes, broad and narrow. Children's sizes are both plain and painted red.

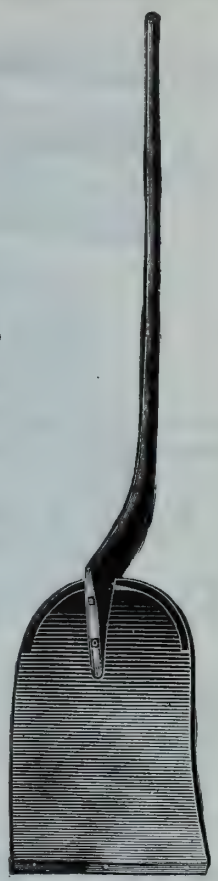
***A Good Proposition For Jobbers or Dealers***

**The Victor Industrial Co., Reg'd Quebec**

## RICHARDSON & BUREAU

MONTREAL

***Sole Selling Representatives***



# EQUATOR *Electric Heater*

Cat. No. A. 7

***Another Member of the "Equator" Family and Another Opportunity for Equator Dealers***

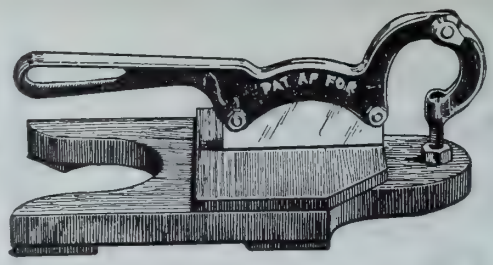
List Price **$10.00** Generous Discounts

**A Display of Equator Heaters in your Window will Result in Profit Making Sales**

**Write for Catalogue and Discounts Today**

**EQUATOR MFG. CO. LIMITED** HAMILTON CANADA

*If interested tear out this page and place with letters to be answered.*




## Consider The Blade

The slicer will cut any vegetable fibre, and with its many other uses is just what your customers want.

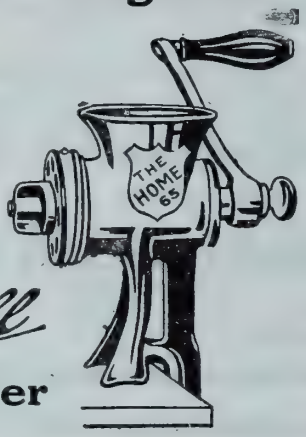
The maple board is dipped in linseed oil, and the frame is brass plated.

**W. Drysdale**
**307 Coristine Bldg.,**
**Montreal, Que.**

## Deck Scrapers

are made of the same grade of steel and the size is 4 in. Write for prices.

# The Cash Register Tinkles—




Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a

*Maxwell*

**Food Chopper**

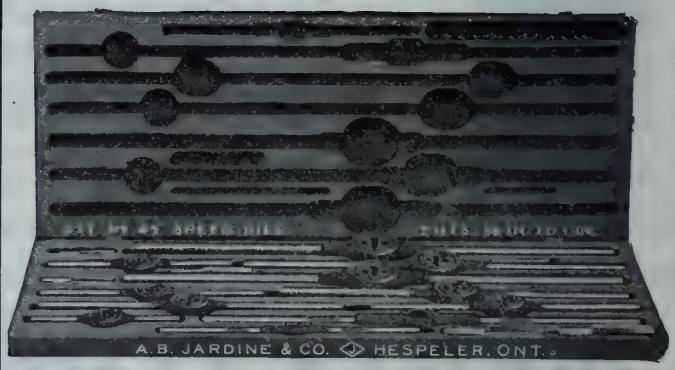
There is the generous sales profit on an article in constant demand—plus customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

## MAXWELLS LIMITED

ST. MARYS, ONTARIO

# JARDINE
## Taps & Dies
## Full Stocked




**Each Die is in a separate stock and the stocks of length proportionate to the size of die. The necessary tap wrenches go with each set. Always ready; no changing dies in stock. Every die in the set can be in use at one time if required. The dies have clearance on the face, as well as the underside. There is no plate or other projection on the face of the die to prevent it cutting right up to a shoulder if required.**

**Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machinery.**

## A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

## MENDETS
A PATENT PATCH

Every household is practicing economy to-day. Mendets are being used to lengthen the usefulness of kitchen utensils.

A display box of Mendets on your counter, or in your window, will suggest purchases. Order through your wholesale house.

**Collette Mfg. Company, Collingwood, Ont.**

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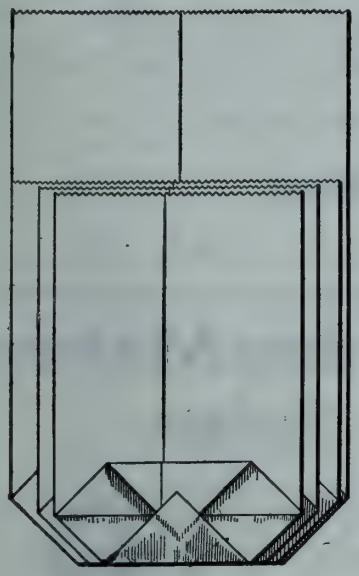
# Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

***Request samples and prices. You will be more than satisfied.***

**The Continental Paper Products, Ltd.**

**OTTAWA - CANADA**

# Harris Heavy Pressure BABBITT METAL

ABSOLUTELY

**BEST FOR ALL MACHINERY BEARINGS**

**Hundreds of tons in use.**

**THE CANADA METAL CO, Limited**

WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

## Brass Well Screens

# JOHNSON'S

Fig 2

For use where sand or gravel gets into wells and clogs them.

Johnson Brass Well Screens effectively prevent this. They are skilfully designed with a continuous slot; the inlet is sharply undercut; the brass used is very hard, to prevent "sand-cutting"; And the inlet width is correct for keeping out sand and affording maximum well capacity.

We will gladly send a useful book of valuable information on this subject.

**Manufactured by**

**Edward E. Johnson, Inc.**

**2304 Long Avenue, St. Paul, Minn.**

# BALE TIES

## Prevent Broken Bales And Commercial Loss With

# Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

**The Laidlaw Bale-Tie Company**
**Limited**
**Hamilton, Canada**

***Agencies:***

**Norman Jessiman, Vancouver, B.C.** — **A. T. Diggins, Toronto, Ont.** — **Harry F. Moulden & Son Winnipeg, Man.**
**H. E. O. Bull, Montreal, Que.** — **M. Bryan, 24 Aldgate, London, Eng.**

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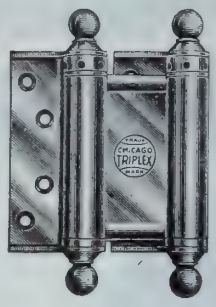

TRADE CSB CO MARK

TRADE **CHICAGO** MARK

## SPRING HINGES

TRADE CSB CO MARK

The Chicago "Triplex" Spring Butt-Hinge has a body made of *one integral piece*—no fastening separate parts together.

Its Disassemblement Feature is characteristic of "Chicago" originality. A hinge unsurpassed in appearance, durability and finish.

A Size For Every Door

**Chicago Spring Butt Company**

CHICAGO NEW YORK

*Send for Catalogue 36*

A Type For Every Use

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## Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. Co.**

**Milwaukee, Wis.**

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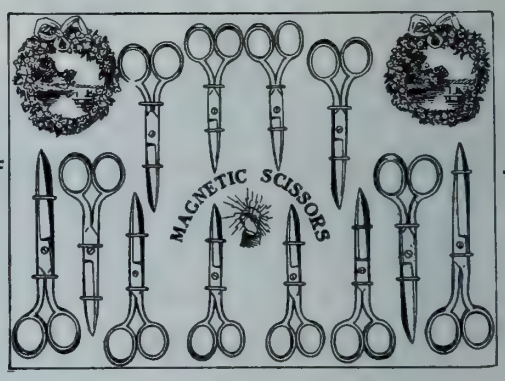
## Display Makes Sales




## Acme Shears and Scissors

Attract favorable attention by their good appearance; arouse interest by their low price, and the fact that they are so well-liked that it requires 35,000 pairs produced daily to satisfy the demand.

The specially hardened, sharp cutting edges, shear with a keen, even, uniform cut that convinces and closes sales. Write our nearest agent.

**The Acme Shear Co.**

**Bridgeport, Conn., U.S.A.**

Incorporated 1882.
Capital Stock, $500,000

Canadian Agent: Mr. A. J. McCrae. 23 Scott Street, Toronto.

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## Black Diamond for Cutting

When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

**Established 1863**

**Black Diamond File Works**

**G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.**

Owned and Operated by Nicholson File Co.

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TRADE MARK

## Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

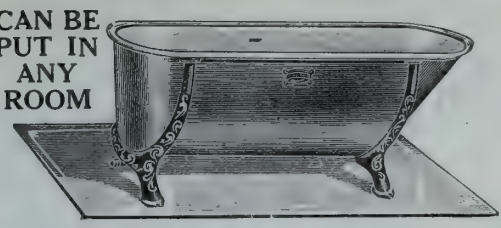
***Ask for Literature***

**Alex. McArthur & Co., Ltd.**

***Established 1879***

**82 McGill Street Montreal, Canada**

CAN BE PUT IN ANY ROOM



# PROFITS in Country Trade

This advertisement is of interest to you if you number among your customers people who live in country localities without city conveniences.

**TWEED** ENAMELLED STEEL **BATHS**

give country folk all the advantages of a modern bath room at a very small cost. Made of galvanized steel enamelled and installed without plumbing, they fill a long-felt want for those who have been suffering from the lack of adequate home conveniences.

Write us for price lists and further particulars about these baths as well as the Tweed Sanitary Closets and other home conveniences.

**THE STEEL TROUGH & MACHINE CO. LIMITED**

**TWEED - ONT.**

G. Perkinton, Broad Works, Broad Lane, Sheffield, Eng.

Manufacturers of all classes of cheap shell bolster table cutlery.

**Wholesale Shippers**

**Agents**

**HALE BROTHERS**

**318 St. Paul St. West**

**MONTREAL**

## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

**The Parmenter & Bulloch Co., Ltd.**

**GANANOQUE, ONTARIO**

**John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.**

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# "V. M." Brand

## Sheet Zinc
## Zinc Oxide

*From stock or direct import from Belgium.*

A. C. LESLIE & CO. Limited.
560 St. Paul St. West MONTREAL

# "Fleur de Lis"

## Galvanized Iron

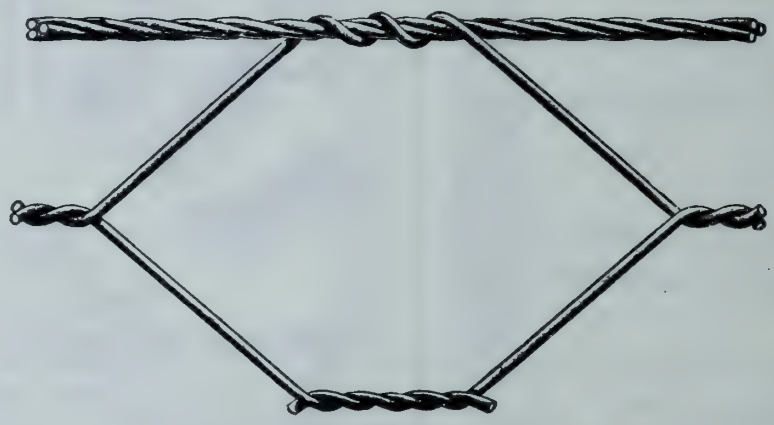
*A sheet of excellent quality at a reasonable price; equal to any other brand except "Queens Head"*

JOHN LYSAGHT, Ltd.
Manufacturers, BRISTOL, Eng.

A. C. LESLIE & CO. Ltd.
Mgrs. for Canada MONTREAL.

***Made in Canada***

**Poultry Netting**
**Staples**
**Wire**
**Tinned Wire**



CUT OF NETTING, FULL SIZE.

**Bale Ties**
**Wire Spikes**
**Fencing**
**Pin Wire**
**Wire Nails**

# *Barbed Wire*

We are now manufacturing Hexagonal Poultry Netting at our new plant and welcome enquiries from the trade for prices on present and future business.

## IMPERIAL STEEL & WIRE COMPANY, Limited
COLLINGWOOD, CANADA

**Distributors for Ontario, Whites Limited, Collingwood, Ont.**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*The Only Weekly Hardware Paper in Canada*

*Member Audit Bureau of Circulations* *Member Associated Business Papers*

# Hardware and Metal

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXIII SEPTEMBER 17, 1921 No. 38

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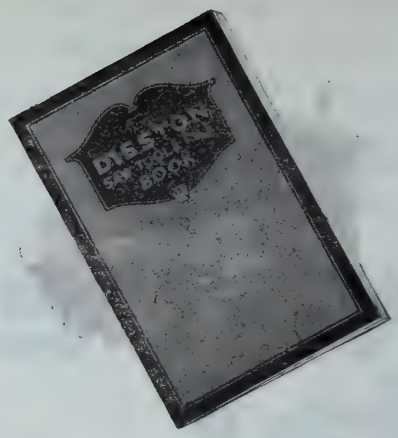



# *"Please send me," he said,*

And we mailed him the book. This is the letter he wrote us:

Dayton, O., June 2, 1921.

"Henry Disston & Sons Inc.
Philadelphia, Pa.

"Gentlemen:—I want to thank you for your 'Saw, Tool and File Book,' which I received several days ago, and with which I am very much pleased.

"Your Book is just what I need, I have six of your saws, but the way I have been filing them I think I shall need a jointer.

"I feel very good toward you for your courtesy to me! in fact, I think you are just about as fine as your saws. I don't think that I could pay you a higher compliment.

"I am fifty-five years old, and in all my years I have heard only two men praise any but the 'Disston Saws.'

"I am not familiar with your other tools, and, frankly, I didn't know that you made any others, but I shall get acquainted with some of them very soon.

"In conclusion let me again thank you for the Book; it has so much valuable information in it, and so many fine illustrations that I hardly know which to praise more—its utility or its art. I like both, and am immensely pleased.

Yours truly,
WM. BENZING,
1220 Wyoming Street."

***When a man gives us a compliment like that, do you wonder that we want to talk about it? We wish you would read the book. If you would like a copy, or several for your clerks and customers, write your name and address on this page, and mail it to us. Address the envelope to Desk No. 2. We will send you the book free of charge.***

DISSTON
TRADE MARK
Reg. U. S. Pat. Off.

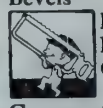
HENRY DISSTON & SONS, LTD.
TORONTO, CANADA.
Branch: Vancouver, B. C.

## A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

*"The Saw Most Carpenters Use"*

Back Saws
Band Saws for Wood and Metal
Bevels



Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes

Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre

Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

# DISSTON

# SAWS TOOLS FILES

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. SEPTEMBER 17, 1921 No. 38

# Broad Revision of Hardware Prices

## One of The Most Notable Weeks in History of Hardware Market Changes—Paints and Sundries Undergo Third Decline Within Ten Months—Cotton Goods Advance as Predicted in Hardware and Metal—Initial Advance Since Declines Started on Finished Steel Product, Takes Place

THE vital importance to all pricers and buyers of hardware commodities of following very closely the market quotations week by week, is once again accentuated by the numerous revisions in prices and discounts on an extensive variety of hardware lines included in the current market reports. There have undoubtedly occurred more changes in quotations on hardware during the past few months than for a considerable period, and the present week's revisions constitute one of the most significant list of changes among a number of such important revisions that have recently occurred. The change in prices of many hardware lines, as listed individually on the market pages of this issue, form a most marked step in market history; and are notable both from the viewpoint of collectible importance and as regards the extent of revision.

One of the outstanding changes is the current announcement affecting the prices on ready-mixed paints and sundry lines. For the third time during the past ten months, a reduction is made by paint manufacturers in quotations on these products, this time to the extent of 50 cents per gallon on most lines of ready-mixed paints, including porch floor and marine colors. Inside floor paints and floor enamels are lowered another 40 cents per gallon, and a similar decline is given on flat wall paints. Barn, roof, and dory colors are 20 cents per gallon lower in price, and a marked revision of $2.00 per gallon has been made on aluminum paint, bringing the price down to $5.00 per gallon. Sundry colors, and oils, also Japan colors are reduced according to the costs affecting each individual line.

In issuing these current paint revisions, the manufacturers state that recent reductions in raw material costs have not been of sufficient extent to warrant the present price changes; but the quotations on these products are lowered with the anticipation that such a movement will act as a strong stimulant to increased business during the fall period. The anticipated increase in turnover, should be a material asset in caring for the prevailing high overhead charges, which it is said, are almost impossible to lower under existing trade circumstances.

As outlined in a recent issue of Hardware & Metal, the marked strength in southern cotton buying centres and the subsequent higher cost of this raw material, has now been reflected in advanced quotations on many lines of manufactured cotton goods. Higher prices are now given on wrapping twines, cotton rope, candle wick, and sash cord. It is stated a continuance of the recent firm showing on the cotton markets is likely to ultimately produce further advances, and also higher prices on other cotton goods. A firm tone is evident in the cotton waste market, with prices at present holding at prevailing levels, but in this case also the feeling is prevalent that a slight increase may possible develop in the near future, owing to existing raw cotton conditions.

Another lengthy list of price revisions, many of them reflecting the downward tendency, is enumerated in current developments on the hardware markets. The movement on the primary steel markets to shade prices on sheets and plates has resulted in a general decline of quotations on blue annealed, black and galvanized sheets. Prices on Canada plates, charcoal tin and terne plates are also revised to a lower level.

An interesting situation has arisen in connection with wire products on the steel markets. While Canadian distributors are now quoting a decrease of 15 cents per keg on wire nails which brings the base price down to $4.15, a simultaneous increase is noted in the United States primary supply centres. Pittsburg mills are also showing advanced quotations on plain and galvanized wire, barbed wire, and other products of this nature such as coated nails, and polished staples.

This is practically the initial price advance that has occurred on any finished steel for some time, and is accordingly being watched with keen interest by the trade generally, as outlined in reports recently received from the primary markets. As a consequence of these higher quotations developing, wholesalers are generally of the opinion that Canadian markets are likely to shortly reflect these advances, and an evening-up revision in prices on wire nails is anticipated.

A number of price revisions are noted on certain wooden products this week, among the lines affected being step ladders, single and fruit ladders, and also the roped and straight extension types. Quotations on both the folding and extension styles of clothes horse are now brought to substantially lower levels, while reductions have been given on a few makes of zinc and glass wash boards.

A further downward revision in prices on lawn mowers for the season of 1922 has now been announced, this new list superseding the prices given last month on these products. The lower prices are guaranteed by the manufacturers against further declines until July 1, of next year. Reduced quotations on copper and brass sheets, tubing and rods, approximate an average decline of 2 cents per lb. There has also been a 9 per cent. downward revision in prices on iron rivets and burrs, the changed discount now reading 50 per cent. off list. Quotations on stove bolts are again lowered to the extent of 7 per cent., a new discount being given.

This is a wide list of price changes in hardware, and the revisions indicate the importance of carefully studying the market reports.

*A display of fishing tackle and other accessories which will appeal strongly to the interest of anglers. This is a most complete showing of such lines including nets, bait, hampers, rods, pails, trolls, reels, lines. Each article is plainly price marked. This display, arranged in the season when fishing and hunting parties are being arranged proved a considerable impetus to trade in these lines.*

# Solving Current Hardware Problems

## Household Furnishings and Sporting Goods Stocked in Fairly Adequate Volume—Careful Buying Policy Adopted by McKinley and Northwood, Hardware Merchants, Ottawa, Ont.—Windows Good Medium for Publicity Propaganda

"SLOWLY but surely retail hardware trade conditions are righting themselves and there is evidence that the process of adjustment will continue apace, and that we will be back to normal conditions before long."

The foregoing is the opinion of Mr. Napoleon Trudel, manager of the hardware department of McKinley and Northwood, Ottawa, Ont., hardware merchants, plumbers and steamfitters. Asked his reason for expressing such an opinion, Mr. Trudel replied that one making a careful study of the market could not help but see that prices are bound to continue on the downward level and that demand was bound to increase with the lowering prices. "I tell you there are thousands of people who are waiting for lower prices before making certain purchases," he said. "I refer especially to builders and contractors. But in spite of these conditions, trading is very brisk in certain lines. We have had an exceedingly heavy demand for fishing tackle, sporting goods and various household articles. The employment situation, while being a draw back to us in one way, has helped in another for it has increased the demand for fishing lines and tackle. We have sold just twice as many fishing lines this summer and fall as last year and the same applies to hooks, sinkers, etc., although the call for fishing rods was not quite so heavy owing to the increased cost."

When asked if he thought there was likely to be much building activity this fall, Mr. Trudel said he did not think so, although he looked forward to considerable work of this nature starting up in the early spring.

### The Buying Policy

The stocks his firm were carrying were about the same in volume as this time last year, but the lines most heavily stocked were fishing tackle, kitchen hardware, sporting goods and household furnishings. "We knew we were safe in laying in a good stock of those things," he said, "but in all other lines we have not purchased very heavily. We have adopted the slogan of 'go careful,' because one certainly has to go careful on a falling market. We are not by any means conducting a buyers' strike; we are just buying what we need and no more."

In reply to a question re methods of increasing turnover, Mr. Trudel pointed to the windows. "Most of our propaganda work is carried out in those windows," he said. "In every sense of the word, they are our silent salesmen and we use them to the greatest possible advantage. We always have them stocked with seasonable goods, and we find them great trade getters. One window we have had filled up with fishing tackle, but as the colder weather approaches we will commence to dress them with household and kitchen articles. At exhibition time we put on some special sales and offer some goods as low as possible. For instance we have one popular household article, selling at present at $4, which we offer during exhibition week at $1.98 and we place them in one of the windows a week ahead of time.

### Literature In Parcels

Then too we take advantage of all the circulars sent us by the manufacturers and put some in every parcel

that goes out of the store. We have traced a great many sales to this system.

An example of the way in which this firm makes the utmost use of its windows for seasonable lines is found in the display of fishing accessories shown in this article. The whole window is devoted to this line and a wide range of articles of interest to the angler can be noted. One of the important features of the window displays of this firm is the generous use of price tickets. It is recognized that the value of the window display is greatly enhanced if the onlooker may be made familiar with the price of the articles in which he is interested without entering the store. If the price is right he will make a purchase, but if the price is not shown at all it is more than likely that he will not trouble to make enquiries unless he is very much interested. This firm has found that it pays to devote the whole window to a display of a certain line of goods at one time and to include a wide range so that it will appeal to the greatest number and to give as much information as it is possible to convey by a window display. Interior arrangements of stock and the local newspaper advertisements all carry out the same idea by concentrating upon one line at a time in conjunction with the window display.

**Many Lines Sold By Suggestion**

A glance through the store interior reveals a number of helpful ideas carried out in regard to arrangement and display. The display of fishing accessories, which supports the window display, is noted in the interior picture shown herewith. A rack of fishing poles gives the angler a good choice, and there is a big stock of baits, lines, reels, etc. to choose from. The tables devoted to smallwares, an idea which is coming into greater use in the average hardware store today, are to be seen in the centre of the floor showing groups of small household requirements and toys. Motor boat supplies are given considerable attention in season, and it is found that motor boat owners are good customers if they can be attracted in sufficient numbers by a large and complete stock. Bathroom fittings are also a substantial line in this store's trade, a large display board being used to show the various articles. This board will be noted toward the rear of the store in the picture. The plan of showing samples of hardware shelf goods on the drawers containing stock is followed in this store as will be noted from a glance down the left hand wall fixtures.

The management is enthusiastic over any plans which will bring the stock before the eyes of the customers. It is their belief that many sales are made by suggestions, and that many customers are unaware of many lines which they can use to advantage in their homes or elsewhere. Hence the value of the samples on drawers, shelves and the use of small display tables throughout the store.

## CONVENTION OF BICYCLE DEALERS

The fourth annual convention of the Canadian Bicycle Dealers' Association is to be held at Chatham, Ontario, on Wednesday and Thursday, September 21 and 22, and it is expected that leading Canadian dealers, as well as many representatives of the Canadian bicycle and tire industries and jobbers, will be present.

The outstanding features include a bicycle parade to the local fair grounds which will be headed by a Highland pipe band, a trade banquet at which members of Parliament as well as leaders of the industry will be the speakers, vaudeville entertainment, a visit to the annual Peninsular Fair which will be in progress at Chatham at the time of the convention, and a bicycle race meet for which the association has appropriated $100 for prizes.

*Interior view of the McKinley & Northwood hardware store, Ottawa, Ont., showing on the right in the foreground a rack of fishing poles and other such supplies. A number of tables with smallwares will be noticed in the centre of the store grouping small household requirements and toys. Motor boat supplies are concentrated and at the rear is a board on which various bathroom fittings are grouped. Drawers containing the various lines of shelf*

# Conducting "Buy-at-Home" Campaign

## Meeting Competition from Catalogue Houses—Linking Up The Buy-at-home Idea with Industrial Life of Community—What Ingersoll Did And What Hamilton Did Not Do—A Co-operative Effort And a Co-operative Catalogue.

A NUMBER of merchants in the town of Ingersoll, Ont., recently banded together to promote a buy-at-home campaign. Once a week they took a full page in one of the local papers on which was run some pointed editorial matter about buying at home and helping to maintain and develop the industrial life of the community. They emphasized the fact that money kept in circulation within the boundaries of the town helped to make it a better town and that if all the money made by manufacturers, retailers themselves, clerks and workingmen were spent in Ingersoll its development would surpass all expectations. In addition to this editorial matter, the merchants who are associated with the campaign inserted advertisements which, in character, varied from usual advertisements to the small one-inch card insertion. In their regular advertising space, a number of the merchants referred to the object which the campaign had in view and sought to appeal to civic loyalty and so further the buy-at-home spirit.

### A Greater Effort

The object which the campaign had in view is a most laudable one, but it appears to us that it might have been carried on with considerably more vigor than it was. Unfortunately, not all of the merchants of the town took part in the campaign; that, in itself constitutes a weak link in the chain. Originally, the campaign was inaugurated by the newspaper that is handling the advertising. This is an enterprising venture on the part of the newspaper, but it seems that both the newspaper and the merchants themselves would reap more benefit out of it if it were were taken up by the merchants themselves. A co-operative effort to be successful to the merchants should be shared in by all and the utmost vigor should be infused into it from the very beginning.

### Linking It With Industrial Life

One other way in which such a campaign can be made to be of great benefit to the merchants is by linking it up with a campaign showing the industrial life of the town. Any town or city having numerous industries, such as Ingersoll has, can create considerable civic pride if it is gone about in the right way and a way in which there is real cash value. The city of Hamilton recently advertised a Made-in-Hamilton week. Hamilton is an industrial centre of considerable importance in the Dominion; yet the effort was not entered into heartily by the merchants of that city. It was an opportunity missed in many respects because there was lack of understanding and co-operation on the part of the merchants themselves. In talking with a number of the merchants about this very week, regret was expressed in a number of cases that more was not made of it and that the merchants had not combined to a greater extent in the effort.

Aside from the newspaper advertising which can be made one of the big features of such a campaign, it is a rare opportunity for the window display men of the town or city, as the case may be. Take the Hamilton week, for instance. There were a bare half-dozen windows which promoted the idea through their windows at all. If the window display

(Continued on page 42)

THE BOND HARDWARE COMPANY, LIMITED
DIRECT IMPORTERS
SHELF AND HEAVY HARDWARE

T A KEATINGE MANAGER
J S MILLAR SEC'Y TREAS
W G HOWELL RETAIL DEPT
A C McLAUGHLIN WHOLESALE DEPT

GUELPH, CANADA.

Sept. 6th, 1921.

The MacLean Publishing Co.,
TORONTO, Ontario.

Gentlemen:-

I wish to compliment you on your article in Hardware and Metal of August 27th on "No Reduction in Paint Prices". This is a matter of vital importance to the hardware trade of our Province, as this article you refer to has appeared in one of our News Papers which has the largest circulation.

If the facts stated by the reporter had been correct, then there would not be any argument. It is most important when articles relating to trade conditions appear in our News Papers that careful consideration should be given, and correct information procured.

Your reply ought to appear in the Toronto Globe.

Yours truly,

W G Howell

*A number of letters have been received by Hardware and Metal commenting favorably upon the article entitled "No Reduction in Paint Prices" which appeared in the issue of August 27. This article consisted of a reply to an article which appeared in the Toronto Globe based on some misinformation said to have been secured by that paper from an Ontario hardware merchant. The article in Hardware and Metal pointed out the erroneous statements made in the newspaper article, giving the true facts and suggestions as to how the retail hardware merchants might best counteract the arguments of customers as to prevailing prices on paints, etc. Above is a reproduction of a letter received by Hardware and Metal from the Bond Hardware Co. Ltd., Guelph, Ont., referring to the article in question.*

# How to Sell More Auto Accessories

## Numerous Opportunities for Suggesting Other Automobile Accessories to Motorist Customer of the Hardware Store—Making The Gasoline Pump a Business Card — Good Points in Automotive Equipment Association Campaign

*A number of suggested plans for aiding the sale of automobile accessories are found in the article on this page. The next most important thing to active work on the part of the auto accessory salesmen is to have the accessory department adequately stocked to take advantage of every sales opportunity and to have the various lines displayed in the most appealing manner possible where they will be handy for customers' examination. The accessory department shown herewith has a large and varied stock well displayed. Many specialties are seen on the side of the counter where they may be closely examined by customers, while bumpers, tires, and other heavy goods are arranged in handy locations.*

HOW many?"

"Five."

Bill promptly measures 'em off.

"Oil?"

"I guess so. Quart of medium."

While at the hood, Bill happens to very tenderly place his hand on the radiator, and shakes his head.

The car owner noticed this.

"What's the matter. Is she hot?"

"Well, she's kinder warm, all right. Why don't you have a motor-meter on there?"

"Had one once, and got it stolen."

"Ah! What you want is one with a lock on it. Just a minute. I'll show you the latest kind."

Bill promptly hurries into the store and produces the meter. He places it in position on the car, locks it, and then demonstrates that it cannot be removed without the aid of the key.

"There are the two keys," said Bill, as he places them in the hand of the motorist.

Now according to legal authority, that motor-meter was already nine points sold.

"Umph! Looks all right. How much?"

Bill told him the price.

The motorist looked as though that was a lot of money, but finally dug down.

Bill sold that meter during less than a five-minute conversation, because he had shown the motorist the service that would accrue through its possession. Not a word had been said about its appearance, or improved advantages over other makes. The actual demonstration, capped with the climax of handing the motorist the keys was sufficient. Comparisons would have been superfluous.

Later that evening Bill had another opportunity to sell accessories when a motorist drove up for gas, and remarked that it was a dark night for driving.

He promptly took advantage of the opening.

"Yes! And the roads out of here are none too good. All drivers on country roads, really need a spot-light on the car. It picks out the bumps ahead and you can avoid them. The spot-light can be adjusted instantly to illuminate immediately in front of the car, or show up the stretch ahead. They also work on a swivel, and you can swing them from the fence on one side of the road to the ditch on the other. with the aid of a spot-light you'll never need to get out of your seat to find your way, for you can read sign posts and motor-league directions many yards away."

That car-owner was sold on the spotlight idea right then. Especially after his own complaint as regards the dark night. All that remained was the actual price transaction, and for Bill's lad to assist in the adjustment and connection of the attachment. It didn't take long.

### Consistent growth

From then on, the auto accessory department in Bill's hardware store has seen a consistent growth, not only in the volume of business, but also in size. Bill didn't have too much space, so he cleaned out one side of his office, and placed a varied assortment of accessories on neatly arranged shelves. And Bill's assistants were soon learning the idea of following up sales openings.

One day a car drove up with the fender buckled as the result of a previous collision, and while measuring out the gas, Bill's man very politely pointed out the advantages of a bumper. Of course he soon found one that fitted that particular make of car, and the owner decided to take it.

Another car without a cap on the tank was supplied with this necessary fixture. The more cars that came to Bill's store for gas, only served to open his eyes to the almost limitless field for extra sales in this direction. He was forced to increase his stock and that same stock moved faster. Shock absorbers for light cars; spare fan belts; spare coils; the vital spark plug; an oil can here, and a funnel there; dust goggles and anti-glare lenses; tire chains; such things were all included in the lengthy list of automobile accessories passing through his hands and bringing their returns to the drawers in the cash register.

A rainy night witnessed the sale of several wind-shield wipers, while many a badly worn tire paved the way for selling new spare tires and also inner tubes.

### Never Force a Sale

Of course, Bill found that a percentage of our car owners were already equipped with many of these devices; and out of his numerous gasoline patrons, only a comparatively few were available for a short conversation on various car needs. But Bill's efforts sold a percentage of that few, and he has found that the time thus spent was worth while. He has never 'forced" a sale. Bill wouldn't sanction those methods, but he is interested in promoting the sale of automobile accessories because of the consequent increased satisfaction they bring to car owners and drivers.

Where such car parts are missing, or where spare appliances are not carried, the acquisition of such equipment is calculated to facilitate the pleasures in motoring.

These and many other selling features were enumerated in an address by Ray W. Sherman before the Canadian Auxiliary of the Automotive Equipment Association. As merchandising director of this organization, Mr. Sherman drew attention to the fact that while the handling of gasoline from the curb pump was a doubtful proposition when looked at from a direct profit-bearing standpoint, yet he urged the retail merchant to refrain from giving up this gas and oil business altogether, as calls for such supplies provided the necessary openings for accessory sales.

Vital factors bearing on this situation were cited by Ray Sherman as follows:

"The retail merchant in this case does not have to go out after customers or dig up prospects. The gasoline pump brings them right up to your door. In this way, practically every motorist can be looked upon as a legitimate prospect for some kind of automobile device, accessory or necessary equipment.

The degree of usefulness claimed for each article, and the service which the motorist can obtain from these various products and devices, are sufficient to ensure rapid and permanent sales."

"The small outlay of the merchant for stock, and the comparatively quick turnover, enable the retailer to take full advantage of discounts."

"Not only is the turnover rapid—when in the hands or under the direction of a merchant who understands these possibilities—but these are many accessories which sell at all seasons."

"It is a cash business; and that is a big consideration during these times."

In reviewing the methods advocated by Mr. Sherman, it is noted that similar suggestions have previously been submitted to the trade through the columns of "Hardware and Metal" from time to time.

### Actual Demonstrations

The sales promotion campaign for automobile accessories is based upon the principle of actual demonstration at the curb gasoline pump, and in pointing out to the car owner the distinct advantages of having such equipment as may be missing. This is linked up by the personal contact of the jobbing house salesmen with the retail merchants generally, and in pointing out openings for increasing mutual business, an increased flow of goods is assured.

Sales promotion is the keynote of this contemplated campaign by the Automotive Equipment Association; for while it is comparatively easy to manufacture products and devices, yet in order to stimulate the future extension of the accessory industry, it must be recognized that the retail merchant is the primary source of all actual distribu-

cheon recently held in the King Edward Hotel, Toronto, in connection with the sales promotion campaign now being undertaken by the Automotive Equipment Association.

### Helping Retailer Sell Accessories

The object of this movement is to point out how the retail merchant can sell more merchandise, particularly auto accessories. In his remarks, Mr. Sher-

## CONDUCTING "BUY-AT-HOME" CAMPAIGN

(Continued from page 40)

men had got together and arranged amongst themselves to show Hamilton products in their windows, it would have created the necessary curiosity on the part of the buying public to come down town to see these displays. The advertising manager could announce to the readers of the newspaper that their firm had such and such a display in their window. This could be supplemented by the campaign advertising in which a full list of the window displays could be given and the nature of such display. Had there been two dozen windows showing Hamilton products in original settings, it would have been a great incentive to the people to come out to see them. And the passer-by, be it remembered, is always a prospective customer.

Referring again to Ingersoll for a similar illustration, some time ago a new factory was started in Ingersoll. One of the merchants undertook to show the products of this factory in his windows. He was surprised at the sensation caused by his simple display and the hundreds of people who stopped to see it or even came down town to see it. The same idea worked out in the case of a couple of dozen windows would do just that much good to the retailers in any town or city.

### Against Mail Order Competition

One of the disheartening features of the retail business in the smaller centres of population is the money that goes out of town immediately after it is circulated with the large mail order house catalogue. This, in fact, constitutes one of the gravest problems of the retailer in the small towns and cities. But the big mail order house is simply the growth of several little stores and their final merging into one. It is a big co-operative effort. And the way to meet this problem is by a similar co-operative effort on the part of retail merchants all over the country in their respective communities. The big mail order house is a monument to the lack of co-operation on the part of retail merchants in their home towns. Year in and year out, one can do just as well by shopping at home as by going out of town or sending out of town.

Why not meet the mail order house catalogue with a catalogue that is the result of co-operative effort on the part of the retailers? Not only should such a catalogue be circulated within the limits of the corporation, but throughout the rural section contiguous to the town or city itself. The movement is opportune for such a co-operative effort. Aggressive firms are after business as never before. Price counts with the buying public as it has not counted for years. It is the right time to bring home to the buying public the "price message." It is possible to stem the tide of the mail order competition if it is gone

# For the Man Behind the Counter

## Solving the "Slack Times" Problem

### Retail Hardware Salesman Has More to Do With General Business Conditions Than He Generally Realizes—An Example of Real Retail Salesmanship.

**Written for HARDWARE AND METAL by P. H. Butler, Editor The Clerk, St. John, N. B.**

THE sooner the retail hardware clerk,—or salesman, as he more correctly should be termed—realizes his importance in the world of business, the sooner will the cry of slack times cease. Not every retail salesman realizes that he has anything to do with labor conditions, lack of employment and short time factory operations. But he has. The salesman is the connecting link between the consumer and the retail merchant, and on him rests the responsibility of distributing the products of labor. When the clerk or salesman eases up on his selling efforts, his employer, or the merchant, eases up on his buying from the jobber. The jobber then follows suit, and eases up on his buying from the manufacturer, who in turn has to reduce the production of his factory. This means cutting down the number of producers, or operating on short time. To put it another way, the workmen cannot labor and the manufacturer produce, the jobber and the retail merchant buy unless the salesman sells the goods. During the great war, the money which war put into circulation made the selling of goods so easy that salesmen became mere order takers, and it was merely a matter of handing over the counter the goods asked for by the customers. Now all this has changed, and once more it rests with the retail salesman to prove to labor that he is worthy of his hire.

**Not Difficult to Increase Sales**

The increasing of sales is so simple a matter that there is no excuse for any man who does not add substantially to his daily takings, if he only tries. There is a saying that "Its not the price, but the reason for the price", and the writer knows from fifteen years experience in selling hardware, that nine out of ten customers will spend another fifty cents or a dollar on an article if they can be shown the advantage of so doing. When a customer enters a store, he has already shown his inclination to buy, and the amount that he is going to spend rests to a certain extent with the salesman. The biggest blunder a salesman can make is to ask his prospective customer how much he wants to pay for the article he asks for, as this question always brings the reply in the form of another question, "How much do they run?", and gets no further ahead with the transaction, but makes the customer resolve that he will pay no more than he can help.

Another simple way of increasing sales is by calling the customers attention to articles connected with the article that he has already bought. Take the sale of a quart of paint for instance. By good salesmanship it is possible to double the amount of the sale in many instances, and even where the sale cannot be doubled, it can be largely increased. In the paint department of a

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## WHAT IS ENTHUSIAM?

**By R. Sykes Muller**

*Sometime ago, when addressing a convention of salesmen on a campaign for a client, a bright young man asked me how I got so much enthusiasm. I told him that he would have as much enthusiasm as I when he had learned my definition, and had gained the factors in that definition which made up my enthusiasm.*

*Here is what I told him:—*

*"Enthusiasm is made up of 70 per cent. confidence in yourself; 10 per cent. confidence in your product or service; 10 per cent. knowledge of your product or service and its competition; 10 per cent. willingness to work like...."*

*Enthusiasm also includes ability which is bred of knowledge. Enthusiasm stimulates ambition.*

*This bare definition of enthusiasm isn't enough in itself to direct the average man so that he will obtain it, therefore, to make it easy of understanding, I have qualified the definition by the percentage shown above.*

*70 per cent. confidence in yourself means absolute confidence in your ability to do, and is by far the greatest portion of enthusiasm. With this percentage, you have all the confidence that you can possibly obtain—nothing holds any terrors where your success is concerned—you surmount obstacles that seem impossible at first glance; any problem that comes to you is taken care of or adjusted, because you just know that you can handle it, and seldom, if ever, you will refuse to attempt a difficult problem—the more difficult, the more "zip" and interest a problem seems to contain.*

*10 per cent. confidence in your product means all the confidence that you can have for that product or service.*

*10 per cent. knowledge of your product or service and knowledge of your competition means all that there is to know about your product or service; the kind of people that use it; its complete utility; its intrinsic worth; its wearing qualities and everything that goes to make it and its market—as well as a clear knowledge of your competition; its products or service; its methods; its standing; its humanity and other points where it touches you and your organization.*

*10 per cent. willingness to work, means incessant effort—not only with your hands, but also with your mind—for the benefit of your organization, whether you are the president or the office boy, it matters not, for many office boys have become presidents, therefore, no man in an organization can "pass the buck" if that organization is to realize its greatest success, and if its officials and employees are to benefit by that success.*

*Work and thinking are indicated in the selling of product; in helping to better the product or service; shortening a process; beautifying a design; enhancing the wearing qualities; improving methods of packing and distribution; in helping others in the organization; in helping distributors of the product and in building good-will with those distributors and users, even though many of these suggestions may not be the particular job for which you were hired.*

*10 per cent. willingness to work represents every effort that you can put forth from a common-sense standpoint for your company.*

*To gain enthusiasm, you must first have confidence which is born of knowledge gained through analysis.*

*Excitement caused by a highly satisfactory condition is sometimes mistaken for enthusiasm—the next day often looks "blue"—enthusiasm knows no "blueness."*

Hardware and Metal

*Canada's National Hardware Weekly*

Member Audit Bureau of Circulations Member Associated Business Papers

*The Only Weekly Hardware Paper in Canada*

PUBLISHED EVERY SATURDAY SINCE 1888 BY

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SATURDAY, SEPTEMBER 17, 1921

## Lessons Learned From C.N.E.

IN this issue appears editorial data concerning the City of Toronto, dealing particularly with the Canadian National Exhibition held yearly in this city. There is no question but that this annual Fair has a considerable effect upon the business of the whole country, and Canadian business men are fortunate in having such an annual opportunity of coming into close touch with a large portion of the public whom they serve.

The increased value of the annual Exhibition is evidenced from the greater interest displayed in the improved exhibits from year to year, and also in the increasing attendance, which this year reached the unprecedented number of nearly one and one quarter million paid admissions. All branches of the trade were represented with instructive exhibits appealing alike to producers, consumers and distributors, and every advantage was taken of the opportunity of getting into close touch with those interested in the various lines shown. Some examples of the hardware exhibits at the Fair this year are found elsewhere in this issue.

"National Progress" was the slogan of this year's Exhibition and evidence of the wide extent and superiority of Canada's products was seen on every hand. The Fair provides a quick, convenient and comparatively inexpensive means of closely inspecting offerings in the Canadian market. Add to this the advantage of ready comparison of various manufacturers' products of the same variety, and the opportunity of discussing with men of authoritative knowledge of their products and it becomes an extremely valuable aid to efficient buying. Retailers were quick to see the value of the exhibits from this standpoint and much good should result.

One of the most important principles underlying the success of the Exhibition, and one from which retail merchants may well draw a lesson, is that of providing every opportunity for the close examination of merchandise. The retailer is in a good position to carry out effective display in his own store, and in this regard he has a distinct advantage over some of his would-be competitors. Necessity of having a thorough knowledge of goods handled is another requirement of the successful exhibit at the Fair. So too it is a necessary requirement of the successful retail store. These are two thoughts which many observant retailers carried away with them from this year's Canadian National Exhibition.

## Future of Auto Trade

THAT transportation by automobile has become one of the foremost factors in modern times was evidenced by the magnitude of the exhibits shown at the Canadian National Exhibition this year consisting of automobiles, motor trucks and accessories. The building which formerly housed the exhibits of all forms of transportation is now devoted to automobiles and much extra space has to be used for the motor trucks and automobile accessories.

The majority of automobile firms exhibiting at the Fair this year report a large number of interested enquiries from prospective purchasers, and quite a large number of actual orders placed. Much interest was taken in the new models shown for the first time, and many prospects became very much interested when they found that the range of prices was considerably lowered in many cases and that a number of new cars at comparatively low prices were on exhibition. Such interest in automobiles augurs well for the future of the industry in Canada and already definite steps are being taken by a number of manufacturers for the erection of new plants.

The growth in the use of automobiles in Canada in the past fifteen years has been astonishing and it is doubtful if any other industry has had such rapid rise. In 1906 the records show there were only 1,239 cars of all grades in the Dominion, while in 1920 the number has jumped to nearly half a million. These figures show that Canada has become the second greatest motorized country in the world, and in view of developments under way it is evident that even greater achievements are in store in this branch of transportation. Development in the automobile accessory field will doubtless be achieved in proportion and here the hardware trade has a valuable opportunity to secure its share of available business from this source.

## Holding District Trade

AN official of one of the large departmental stores in Toronto has advised Hardware and Metal that the increased fares now charged by the new operators of the street railway has had a serious effect upon the trade of that store. The two or three days in the middle of the last week of the Canadian National Exhibition were stated to have been absolutely the dullest experienced by this store since the present slackness in trade commenced. In view of the fact that crowds visiting the city for the Exhibition generally create a considerable stimulus in down-town trade, this condition becomes even more noteworthy. Retailers in the buying districts throughout the city report no such recent falling-off in trade and it is evident therefore that the higher fares have resulted in diverting certain trade from the down-town stores to the local merchants.

While this is a condition particularly applicable to the city of Toronto yet its chief importance is in illustrating the effect of high transportation costs in any large centre. It shows that anything which affects the normal channels of distribution or transportation has a corresponding effect upon the trend of business. Another interesting angle to the question is the comparatively small factors which become highly important in their effect upon the trend of business; in this case the street car fare having been increased approximately three cents per ticket, which would amount to an increase of six cents on the round trip for a shopper going down town and having to use the street car. The average purchaser has recently adopted more of a "shopping" attitude when buying and will go where the lowest prices prevail, due regard being paid to quality. The retail hardware merchants can therefore draw a moral from the condition outlined, and take advantage of opportunities now presented for retaining local trade in their own district.

# Events in the Trade

### BUSINESS CHANGES.

Clinton, Ont.—Corless & Venner, hardware, have been succeeded by M. T. Corless.

### FIRE LOSS

Ottawa, Ont.—The Capital Hardware Company, 841—845 Bank St., suffered a loss of about $10,000 to their stock when a fire broke out in the basement of the store shortly after eight o'clock at night. The owner of the business A. W. Newlands, was at the store after supper and went out for a drive in his car. On his return he found the firemen had subdued the fire. Heat, smoke and water caused the greatest damage while the building suffered only to the amount of from $200 to $300. Fortunately a good brick partition was between the fire and a stock of turpentine and oils and this saved much damage as the firemen had put out the fire before this section could ignite.

### PERSONAL

F. E. Fraser, of Fraser & Company, 10 Hospital Street, Montreal, Quebec, representing British Small Arms Company and Parker & Company, gun implements, has left for a trip to the West, where he will call on the wholesale houses.

E. O. Burden, Maritime representative of E. T. Wright Co. Ltd., and Wentworth Mfg. Co., Hamilton, was a recent visitor at the home office of the Company.

C. J. Brown, purchasing agent of Lewis Bros., Limited, who underwent two serious operations at the Ross Memorial Hospital and who has been laid up for the past three months is again able to be around.

### WHOLESALE HARDWARE HOUSE LOSES REVOLVERS

Montreal.—The premises of Caverhill, Learmont & Co., wholesale hardware house, Montreal, Quebec, were broken into and nine revolvers were stolen. Entrance to the premises was obtained by removing a glass in the skylight on the roof. The thieves went to the sample room and breaking the lock of a showcase took the revolvers which were displayed there as samples.

### BARCALO CO. APPOINTS AGENTS

Barcalo Mfg. Co., Buffalo, N.Y., has appointed Campbell Agencies, Toronto, sole selling agents for Canada, for Barcalo Wrenches and Pliers.

### ANNUAL MEETING OF CANADIAN WHOLESALE HARDWARE ASS'N.

The annual meeting of the Canadian Wholesale Hardware Association is to be held in Montreal on Thursday September 22.

### SUCCESSFUL PICNIC OF R. T. HOLMAN, LTD., P. E. I.

Representatives of wholesale houses who were present as well as the members of the store staff who enjoyed the event, are unanimous in declaring that the picnic staged this year by the Fellowship Club of R. T. Holman, Limited, Summerside, P. E. I., was one of the biggest events of its kind attempted by any business house in Eastern Canada. The big event which was under the management of the entertainment committee of the Holman Fellowship Club was held at Stavert's Beach, a point about five miles outside Summerside at the mouth of the famous Dunk River. Headed by a five ton truck bearing a gasoline calliope and a clown band, some sixteen motor vans and touring cars paraded from the town to the picnic grounds creating considerable interest en route. At the picnic ground there was everything that even the most critical pleasure-seeker could desire—a shaded grove for rest, bathing houses that had been hastily constructed for the event, row-boats and motor-boats for the use of the picnickers, a beach where clams and quahaugs could be had in abundance, an athletic field laid out for the 100-yard dash, woman's race, fat man's race, wheelbarrow race, running broad jump, tug-of-war and wrestling events which were held for the more strenuous. A baseball game was played among the men and after they had unmercifully "swatted the pill" a woman's game was played. Several games of quoits were played, swings were extensively patronized and through the whole day the music of the calliope and the antics of the clowns furnished a collecting link which made no break in the whole day of sport. At the end of the day several old-fashioned dances, including a set of lancers, were danced on the atheletic field more than two hundred participating.

### MUCH INTEREST IN AUTOS AND ACCESSORIES AT OTTAWA FAIR

Ottawa, Ont.—The automobile show of the Central Canada Exhibition constituted the formal opening of the new automotive trade year for Ottawa, eastern Ontario and western Quebec. The fair afforded an opportunity for the presentation of brand new passenger models and new trucks, along with the latest in accessories and equipment as a start for the new season. The event is Ottawa's only automotive show and, the 1921 automobile show was the greatest in several respects.

There were about twelve district accessory automotive equipment exhibits in which many different kinds of storage batteries, gasoline tanks, tires, carburetors, spark plugs. lubricants, lubricating devices, fitments generally and motoring comforts were displayed and demonstrated.

Much of the credit for the extensiveness of the Automobile Show and the comprehensiveness of the different exhibits goes to the automobile committee of the Central Exhibition, the chairman of which is George Pink, vice-president of the Automotive Retailers of Ontario.

### ACTIVE HARDWARE TRADE

Kingston, Ont.—Local hardware men report a brisk trade in fall and winter goods. Judging by the reports of the dealers, the people of Kingston are not waiting until the last minute to have their furnaces overhauled or their stoves attended to. The shopkeepers report a good business in this line. In addition to the work on furnaces and stoves, a good sale of window glass is reported, showing that people are preparing for winter and are having broken panes of glass filled in before the cold weather sets in. There is also a brisk business in the repairing of leaky roofs and repairs to eavestroughs. Orders have been received in quite large numbers for stovepipes.

"Business has picked up in a wonderful way this last week," said Allan Lemmon, of J. Lemmon & Sons, hardware and tinsmiths. "There is a good demand for fall and winter goods and this in spite of the continued warm weather."

One thing that has helped a great deal in the sale of fall and winter goods is the way in which the hardware men have used their space in the newspapers. For two and three days each week the dealers have used space in an endeavor to get the people to look after their stoves and furnaces early, so that they would not be rushed at the last minute with orders, pointing out that much better service can be given to orders left in early.

A. Chown & Company report a big rush in business this week. "Hard to keep up to the orders," said one member of the firm to Hardware and Metal. "Trade with the farmer during the week has been quite heavy."

### SOLVING THE SLACK TIME PROBLEM

(Continued from page 43)

large hardware store, the writer saw a real salesman more than double what his sale would have been, had he been a mere order taker. A lady entered the department and asked for a quart of floor paint, and after getting the color she wanted, would have left the store without making a further purchase. But the following is what the salesman sold her. A brush, (She said that she had one, but when asked what condition it was in, confessed that it was as hard as a rock) a pint of turpentine, some sandpaper. To cap the sale the salesman sold her a can of linoleum varnish, as by skilfully leading up to the question, he learned that she had just had a new linoleum covering placed on the kitchen floor, and was soon convinced that a good coat of varnish would add greatly to the life and appearance of it.

After the lady had departed, the writer remarked to the salesman that he had shown evidence that he knew his job and this was his reply, "Half of the people don't know what they want when they undertake to do a job, I don't call this salesmanship, it's just telling the customers what they really need, they do the buying, and in many cases the selling." There is a good deal of truth in this man's remarks, and if the salesman will only show the customer what he needs, the rest is easy. A customer objects to the salesman who loads him up with things that he does not need, and wishes that he had never bought, but sell a man what he needs, and he will be glad of the opportunity to visit the store. There are many types of salesman, but they can be boiled down to three, namely, the real salesman, the bluffer and the order taker.

An example has been given of the real salesman. The bluffer puts up a big front, and last for a while, but the customers eventually lose confidence in him, for as a rule he never really knows his business, but boasts that he can sell anything. The writer once saw the starch taken out of a bluffing salesman in such a slick manner that it is worthy of passing on to our readers.

A customer entered the fishing tackle department of a hardware store, not a thousand miles from Montreal, and asked to see some flies. The bluffer spotted him, and said "Watch me sell some fishing tackle." It happened that this clerk was a new hand and did not know a great deal about the fishing tackle business, but had impressed the merchant with his bluff that he could sell anything. Approaching the customer with a nine inch grin, he asked what he could do for him, and was told that flies were the object of his visit. With a knowing air, the bluffer picked out half a dozen flies, matched up the colors until they toned beautifully, and stepping back, remarked in an admiring tone, "There, isn't that a beautiful sample". The customer who was an old fisherman, gasped, and turning to another salesman, said, "Here, will you make me up a cast, I want these flies to fish with. This man thinks that I want to wear them on my necktie." The bluffer retired a wiser but sadder man. It might be added that this former bluffer is now a successful salesman travelling for a large Canadian manufacturing concern, but bluffing plays no part in his salesmanship of today.

The order taker is so well known that to give an example of him would only use up valuable space. He is merely a square peg in a round hole, and as a rule receives a salary in proportion to his abilities, and more often than not is overpaid at that. There is only two courses open for him, one is to wake up, and the other is to change his vocation.

### TRADE ENQUIRIES

3407. A firm of wholesale ironmongers in the south of England ask for names of Canadian manufacturers of electric hot water geysers.

3409.—A firm in the south of England ask for names of Canadian manufacturers of maple blocks for use in making mangle rollers.

3412. Lawn Mowers. A Manchester firm would like to get in touch with Canadian maufacturers of cheap side-wheel pattern lawn mowers.

### SMALL ACCOUNTS HARD TO COLLECT

Kingston, Ont.—Accounts are very hard to collect these days according to local hardware men.

"It is the petty accounts that we find the hardest to collect," said a member of one of Kingston's leading hardware stores. We have a collector out on the job, however, and while the work is rather slow, we intend to keep to it until our books are cleared off."

### NEW METAL TO BE COMMERCIALIZED

A discovery said to be of importance, in its application to steam transportation, has been made by A. C. Coplan, managing director of the Hull Iron and Steel Foundries Ltd., who has introduced Chromite, an alloy of steel with enormous heat resisting powers, which it is said may to some extent take the place of cast iron in the near future.

Chromite itself is not a new discovery, as it has been used for some years extensively for providing heating material in electrical apparatus, but its cost was so prohibitive that its general use on a commercial basis was found to be impossible. Realizing its possibilities, Mr. Coplan two years ago began a study of it and its composition, and after conducting numerous experiments, he is said to have succeeded in arriving at a formula by which Chromite can now be used in the place of cast iron, at the same cost, and with the advantage that its heat resisting powers are treble that of cast iron, and that it does not break as does cast iron, but merely oxidizes a fraction of an inch each year.

Realizing the importance of his discovery, Mr Coplan applied it to the manufacture of grate bars, for use in ocean-going steamships, and for fire boxes on railway locomotives; and tests which have been made during the past year are said to have established the heat resisting powers and long life of the new metal as compared with cast iron. Practical tests have been made by competent authorities, when the bars have been found to oxidize only the thirty second part of an inch in a period of twelve months, whereas cast iron bars similar in thickness have broken when subjected to similar conditions.

"I discovered Chromite over two years ago," said Mr. Coplan, "but had a hard job convincing anyone that steel could be produced at the same cost as cast iron. It took me six months before I could even get a test made, but I believe that the future of this new metal is assured now."

## Publishing Under Strike Conditions

**Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.**

**Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports, etc., are being continued as usual.**

# News of Western Canada

## Window Display Increased Sales 75 Per Cent.

### Pointers on How to Tell the Story Through the Store Windows—Seven Sales in Half a Day from Display Showing Price Tickets Plainly

**(Written for Hardware and Metal by a Saskatchewan Hardware Merchant)**

EVERY Hardware Window can be made to tell a story. Either the well-kept window will indicate a progressive growing store, or a dirty unkempt window, will lead the public to believe the business is slowly sliding down hill. The moral is evident.

The window is the easiest, quickest, cheapest means of advertising that the retail hardware dealer has. With it, the window trimmer can, if backed by the store, increase the dull season trade, because he is able through the window to appeal to aristrocrat or worker, man or woman. Window trimming is no longer an experiment, but a definite part of the routine of any store system. Anyone in the store with a little tact, can produce sales-making windows. The secret, of successful displays that bring business and boom trade is, first to study carefully your own window space. Think of your window always, as being a salesman, not as a medium for drawing a crowd, and remember the fact that you must be able to attract interest of all classes by your display. Some small attraction worked out in your exhibition will do that. For example, the shooting season windows can be made very attractive by using birds or animals. There is always something for every window if the trimmer stop and thinks.

**How to go About it**

First, consider the season and the goods your store is pushing, then carefully select your goods, have them dust free, and do not crowd the window. Have each article marked with price tickets and your sale is half made. If your window stops the public and interests them in your goods and prices, enough to induce them to enter your store, the finishing touches of the sale can be easily made. You can determine whether or not your window is working by the results you get. I have known of seven sales in a single half day coming from a window and with special priced articles, sales are increased 75%.

Be sure and avoid over dressing your window, both in regard to hardware and accessories used. Be cautious regarding the use of too many colors or window cards. Just bear in mind that practical interest in the appearance draws buyers into your store with an inclination to buy.

Have a punch in the window display and it will surprise you, what results will be obtained.

### WESTERN CANADA NOTES

Bert Williams who formerly conducted a hardware business in Mannville, Alta., has arrived in Innisfree, Alta., where he will take charge of the new elevator recently completed by the Liberty Grain Company.

An important business deal took place recently in Provost, Alta., where Messrs. Neelands and Thompson of Edmonton, became the proprietors of the sheet metal works of Provost, formerly owned by Mr. A. Pion. Mr. Pion recently had the misfortune to crush his foot under a heavy wheel.

Stevenson Bros., Alliance, Alta., are enlarging their building so as to accomodate a larger stock of hardware.

The addition will double the present floor space. A large plate glass window will be put in which adds greatly to the appearance and lighting of the store.

D. A. McMillan, hardware merchant of Griswold, Manitoba, was on a business trip to Winnipeg last week.

J. Dalton, manager for W. E. King, hardware merchant at Neepawa, Man., was on a business trip to Winnipeg last week.

Harry Hussel, of Portage La Prairie, Manitoba, spent a few days in Winnipeg on a business trip.

Mrs. E. G. Paddass, whose husband formerly conducted a hardware business in Bassano, Alta., has been renewing acquaintaince there.

### BRITAIN INCREASES PIG-IRON OUTPUT

Reports as to the British production of pig-iron indicate that there were 46 blast furnaces in operation at the end of August, as compared with 15 at the end of July and 109 before the stoppage of work during the coal strike. The production of pig iron in August was 93,000 tons, as compared with 10,200 tons in July and 386,000 tons for the month of March—immediately before the coal shortage stopped work in the blast furnaces. The production of steel ingots and castings in August amounted to 432,000 tons in August, as compared with 117,000 in July and 359,000 in March.

### BOGUS SHEFFIELD WARE BEING SOLD IN CANADA

Ottawa.—"Sheffield ware" which never saw Sheffield has been brought to the notice of the minister of trade and commerce by W. J. Bryan, inspector of the gold and silver marking act. Mr. Bryan refers to the "unscrupulous practice" which lies in the manufacture and sale in America of plated wares purporting to be "Sheffield ware" or "Sheffield reproduction," and which, "since they are never the former, and seldom the latter, have the effect not only of defrauding the public, but of doing incalculable injury to the name of Sheffield in the eyes of the purchaser who may discover the low quality, but not the origin of its purchase."

"Unfortunately," Mr. Bryan adds, "our customs laws permit the importation of such articles made in the United States bearing the marks 'Sheffield' or 'Sheffield reproduction' provided these marks are accompanied by the words 'Made in the United States', and as there is no stipulation as to the manner in which these marks shall be applied, invariably the word 'Sheffield' is applied quite conspicuously and the words 'Made in the U. S. A.' very obscurely."

### IMPERIAL OIL TANKS EXPLODE

Halifax, N. S.—Halifax was thrown into a turmoil of excitement, when a series of explosions at the Imperial Oil Company's plant at Imperoyal roused the population who feared a repitition of the disaster of 1917.

Six pressure stills of a battery of 15, completed last year at a cost of $1,000,000 had detonated, and the oil which they had contained spouted great masses of smoke and flame.

# New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

### TURBINE WASHER

This is a minature turbo-brush contrivance which, driven at a high rate of speed by the stream from a hose, reaches into crevices of the wheels, springs, etc., of an automobile or truck, and digs dirt and grease loose. The device is said to give excellent service, as the soft, rapidly moving bristles require the minimum of pressure, do not pick up gritty particles and thus prevent scratching. After driving the turbine the clean water is thrown out through the brush bristles by centrifugal force.

It is manufactured by the Turbine Auto Washer Co.

### NEW BENDING SPRING

Messrs. W. H. Cunningham and Hill Limited are putting on the market a new style Bending Spring for which the makers claim many advantages as follows:

It is made from special flat faced oil tempered steel wire which makes possible a smooth bend without wrinkling the pipe.

The edges of the wire are slightly depressed below the surface, so as to facilitate withdrawal from bends.

A simple arrangement is provided by which the spring cannot be stretched so far as to injure it in pulling out.

The Spring is so designed that by slightly twisting the handle to the left it contracts and is easily removed from the pipe.

### "UNION" TOOL CHESTS

A new line of metal covered tool chests is now being offered on the markets by the Union Tool Chest Company, of Rochester, N. Y.

These new zinc covered chests are made in many styles and sizes. They are designed for carpenters, electricians, plumbers, steam fitters, garage mechanics, auto owners, repairmen, conductors, house and general use, and for fishermen.

In mechanical construction they are abreast of the other Union Tool Chests that have been on the market for many years.

These new chests are unique for convenience. Made with the trays that automatically raise with the top, or furnished without trays if desired.

Other features claimed by the producers are that tests have proved the lock-corner used the strongest corner joint known. Only best of lumber is used. Zinc covering is of best quality lacquered zinc, carefully formed over edges and properly attached. Will not rust or corrode. Genuine leather handle. All corners, catches, clamps and locks are brass plated and lacquered steel, securely riveted on. Furnished with special Corbin twelve change lock.

STANDARD CARPENTER'S CHEST

GENERAL SERVICE CHEST

One of the new metal covered tool chests being placed on the market by the Union Tool Chest Company. Made with or without automatic trays.

FISHERMAN'S CHEST

### NEW PRODUCT FOR REPELLING FLYS

The Fly Terror Manufacturing, Regd., Quebec, P.Q., are placing on the market a preparation for repelling files, mosquitoes, etc., for use of campers, sportsmen, woodsmen, etc. They claim that this repellent is not in any way greasy or disagreeable, and will not dirty the clothes.

On the contrary it is pleasant and comfortable, protects the skin effectively and will relieve any user, of irritation from bites ordinarily experienced in camp and wood life. It will be sold to the wholesale houses and retail stores. The manufacturers further state that they have received many testimonials from sportsmen and bushmen who claim to have experienced entire satisfaction and are voluntarily recommending the preparation.

### THE KNOK TECTOR

Of very recent invention is the Knok Tector, an instrument devised principally for use in locating trouble in automobile motors or bearings, or gears in the car and also adopted to many other uses.

The idea in devising a Knok Tector is to ascertain accurately and with certainty the origin of sounds which are made by some moving defective part of mechanism or it may be an improperly adjusted or wornout part.

This device looks very much like a doctor's stethoscope and is used in very much the same way. The binaural is placed to the head so as to permit the ear tips to enter the ears. When properly placed the operator will be able to hear only the sounds transmitted directly through the tubes from the Tector. The device is fashioned so that the knock or grind of the trouble giving part is heard distinctly and the vibrations and resonance from surrounding parts do not interfere.

To determine where the defect is, the Tector is pressed against the object to be tested, moving it until the spot is found where the objectionable noise is most intense, which is generally the centre of the trouble.

With a Knok Tector, the makers say, such trouble as piston slaps or knocks, loose wrist pins, loose bearings, noisy gears, noisy tappets, rattles, etc., may be located without going through the long process of tearing down and guessing. It is made by the E. R. Benson Mfg. Co.

# Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

## MARKETS AT A GLANCE

STARTLING revisions of an important nature which are calculated to have far-reaching effect, mark the price tendencies on the current hardware markets. For the first time in many weeks increased quotations are recorded, these changes affecting certain lines of manufactured cotton goods, such as sash cord, wrapping twines, cotton rope and candle wick. On the other hand, the lengthy list of revised prices contains many recessions towards a lower level, some of the most noticeable occurring on the paint markets where ready-mixed house paints of all grades are reduced 50 cents per gallon; aluminum paint is lowered in price almost 30 per cent; while a decline of 40 cents per gallon is announced on floor enamels and flat wall colors, with a corresponding minor reduction in various other sundry paint lines.

Lower prices on lawn mowers for the season of 1922, constitute the second reduction on these machines in as many months, the new quotations superseding the list issued during August. Products of wooden manufacture present many changes--these lines including step ladders; single and fruit, also the roped and straight extension types of ladders; both the folding and extension styles of clothes horse, and special makes of zinc and glass wash boards.

Reductions are also in effect on the following goods:—iron rivets and burrs; stove bolts; Canada, charcoal, tin and terne plates; blue annealed, black and galvanized sheets; copper and brass sheets, tubing and rods; crowbars; horse rasps; grub hoes; bolt clippers; wire rope clips, and wire rope thimbles; cast iron, solid and countersunk plugs.

The wire nail base price is again lowered, but it is noted that a simultaneous increase has been made effective on southern mill centres, and the trade has some expectations that another revision may shortly be announced. Business in building papers and roofings is reported very good, and the seasonable fall improvement is noticed in the movement of stoves, ranges and furnaces.

## MONTREAL MARKETS

MONTREAL, Sept. 14.—An advance in the prices on manufactured cotton goods is included among the outstanding revisions in quotations on the hardware markets this week. A 5-cent increase is now shown in prices on sash cord, while wrapping twine prices are also higher. Cotton rope quotations now reflect the increased cost of raw cotton and are advanced to higher levels. Candle wick prices are likewise revised upward.

A variety of quotations are also reduced, the downward movement affecting crowbars, stove bolts, horse rasps, clay picks, rock picks, pick mattocks, grub mattocks and grub hoes. Lower quotations are given on tinners' rivets and burrs, the standard rivet discount now being revised to 50 per cent. off. A new discount is also given on certain makes of files.

Fall lines are moving steadily, and business is generally reported as registering a slight improvement.

### SNOW SHOVELS MOVING

**Montreal.**

Snow shovels are commencing to move and it is quite evident that the prices recently announced in HARDWARE AND METAL have stimulated dealers into buying stocks now. Orders are reported as coming in regularly.

### INGOT MARKET CONTINUES FIRM

**Montreal.**

The last two weeks have shown a decided improvement in ingot metal, and business is reported as slightly improving. Orders are being placed for larger quantities, and the demand is fairly steady.

TIN had a sharp advance in the middle of the week, but settled back and local stock is still quoted at 34 cents a pound.

There has been no increased demand for copper during the week, but the price has stiffened generally. The New York price was up half a cent, but the local stock price remains at:

| | |
|---|---|
| Castings | 16¾c |
| Electric | 17c |

There is practically no change in spelter with little business offering at the present. East St. Louis price is the same as last recorded. The tone of the market is a little firmer and the local price is 7½ cents.

Lead was weak early in the week, but stiffened up again owing to a fairly steady demand. The quotations are steady at 8½ cents.

Very little interest continues to be shown in this metal and the price is unchanged at 30 cents.

### SHIPMENTS OF PLATE EXPECTED FROM ENGLAND

**Montreal.**

This week will see a return to the Canadian market of English Canada plate. Shipments arriving will be the first received for several years and manufacturers state that they are adhering to the previous high quality supplied. This will be interesting news to the Canadian trade.

### BOILER TUBES QUIET

**Montreal.**

There has been no change in the situation in connection with sales of boiler tubes. The market is very quiet and the small demand is only for urgent work with little or no new business offered at the present time. The prices are remaining firm without any change and are as follows:

| BOILER TUBES— | Seamless. | Lapweld. |
|---|---|---|
| 1 inch | 25 00 | .... |
| 1¼ inch | 26 00 | .... |
| 1½ inch | 25 00 | .... |
| 1¾ inch | 28 25 | 27 00 |
| 2 inch | 27 80 | 23 00 |
| 2¼ inch | 31 35 | 26 00 |
| 2" inch | 39 65 | 28 00 |
| 3 inch | 46 80 | 33 00 |
| 3½ inch | 60 35 | 41 00 |
| 4 inch | 81 00 | 51 75 |

### IRON AND STEEL PRICES REMAIN FIRM

**Montreal**

The situation in connection with iron and steel remains practically unchanged and with only a quiet demand. While stocks are remaining low with buyers watching carefully the outside market, the business that is offered is only for sorting up purposes. Current prices are as follows:

| | |
|---|---|
| Iron finished machinery steel | 3 45 |
| Mild steel | 3 40 |
| Band steel | 3 40 |
| Single reeled machinery steel | 5 25 |
| Spring steel | 6 00 |
| Sleighshoe steel | 3 40 |
| Tire steel | 3 60 |
| Toe calk steel | 4 30 |
| Harrow tooth steel | 3 55 |
| Mining tool steel, per lb. | 0 23 |
| Black Diamond tool and cast steel | 0 23 |

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50s per 100 lbs. extra.

### NO CHANGE IN LEAD PRODUCTS

**Montreal.**

Lead products remain practically unchanged with very little demand owing to the season. The market continues in a rather listless condition with the prices holding firm. The present prices are as follows:

| | |
|---|---|
| LEAD PIPE— | |
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |

Note.—Lead pipe is subject to a discount of 10 per cent.

| | |
|---|---|
| Lead traps and bends | 10 per cent. off |
| Lead wool, lb. | 0 13½ |
| Lead sheets, 2½ lbs. | 0 10½ |
| Do., 3 to 3½ lbs., sq. ft., lb. | 0 10¼ |
| Do., 4 to 8 lbs. | 0 09½ |

Cut sheets ¼c lb extra and cut sheets to size, ¾c lb. extra.

### REVISED QUOTATIONS ON SHEETS AND PLATES HOLD

**Montreal.**

There has been no further change in the situation on sheets and plates, and prices are remaining steady at last week's quotations.

| | | |
|---|---|---|
| BLACK SHEETS— | | |
| 10 gauge | 4 40 to | 4 65 |
| 12 gauge | 4 50 | 4 75 |
| 14 gauge | 4 60 | 4 85 |
| 16 gauge | 4 70 | 4 95 |
| 18-20 gauge | 4 95 | 5 20 |
| 22-24 gauge | 5 10 | 5 35 |
| 26 gauge | 5 15 | 5 40 |
| 28 gauge | 5 25 | 5 50 |

Sheets 36 in. wide, 20c per 100 lbs. extra.

| | | |
|---|---|---|
| GALVANIZED SHEETS— | | |
| U.S. Standard. | | |
| 10¾ oz. | 7 25 | 7 75 |
| 28 gauge | 6 85 | 7 35 |
| 26 gauge | 6 45 | 7 00 |
| 22-24 gauge | 6 25 | 6 75 |
| 20 gauge | 6 10 | 6 60 |
| 18 gauge | 6 00 | 6 50 |
| 16 gauge | 6 00 | 6 50 |
| 14 gauge | 6 00 | 6 50 |
| 12 gauge | 6 00 | 6 50 |
| 10 gauge | 6 00 | 6 50 |
| | Queen's Head. | Fleur-de-lis |
| English Standard— | | |
| 28 gauge | 8 50 | 7 75 |
| 26 gauge | 8 25 | 7 50 |
| 24 gauge | 7 65 | 7 10 |
| 22 gauge | 7 80 | 6 65 |
| 18-20 gauge | 6 60 | 6 50 |

NOTE—These prices are for full bundles; an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

| | |
|---|---|
| BRIGHT TIN PLATES— | |
| 20 x 28 x 100 lb. basis | $17 75 |
| 20 x 28 IC, 112s | 18 00 |
| 20 x 28 IX, 112s | 20 00 |
| 20 x 28 IXX, 56s | 11 25 |
| 20 x 28 IXXX, 56s | 12 00 |
| TERNE PLATES— | |
| 20 x 28 IC, 112s | 17 50 |
| CANADA PLATES— | |
| Dull. | |
| 18 x 24 x 52s | 5 80 |
| 18 x 24 x 60s | 6 00 |
| 18 x 24 x 75s | 6 30 |
| WELSH CANADA PLATES— | |
| Polished. | |
| 18 x 24 x 52s | 8 25 |
| 18 x 24 x 60s | 8 50 |

stove bolts have been reduced and they are now quoted at 67½ per cent. off. A change in the discount on sink bolts has also been made, making a small reduction, and the same are now quoted at 67½ per cent. off

### PRICES ADVANCE ON SASH CORD

**Montreal.**

New prices are quoted on sash cord, and this time it is in the nature of an advance of 5 cents per pound. Prices are as follows:—

| | |
|---|---|
| No. 6 | 57c. per pound, |
| No. 7 | 56c. per pound. |
| Nos 8 to 12 | 55c. per pound. |

### WRAPPING TWINE SHOWS AN ADVANCE

**Montreal.**

Along with other cotton lines wrapping twine has increased in price and the quotations are;—

| | |
|---|---|
| 3 ply in balls | 43c. |
| 4 ply in balls | 46c. |
| 3 ply in cones | 40c. |

### CANDLE WICK AND COTTON ROPE PRICES HIGHER

**Montreal.**

An advance is also recorded in candle wick which is now quoted at 50 cents per pound; and cotton rope 3/16 inch, 42 cents per pound, and ¼ inch and up, 41 cents per pound.

### LOWER PRICES ON CROWBARS

**Montreal**

The price on crowbars has been revised and the same are now quoted at 8½ cents per pound. This is a reduction of ½ cent per pound.

### NEW PRICE LIST

**Montreal.**

A revised price list has now been issued by the National Electric Heating Co., covering their line of electrical products included in Catalog "D." The discount lists remain unchanged.

### STEADY DEMAND FOR METAL LATH

**Montreal.**

The demand for metal lath continues to be quite steady, and with the expectation that there will be an increased

26 Gauge, painted .... 25c. per yard
24 Gauge, painted .... 30c. per yard
23 Gauge, painted .... 35c. per yard
Galvanized is 11 cents per yard extra.

### STANDARD RIVET DISCOUNT IS CHANGED

**Montreal.**

Through a change in discount there is a reduction in price on tinners' rivets, burrs, etc., on the standard rivet list, and the discount is now 50 per cent. off.

### SLIGHT REDUCTION IN PICKS

**Montreal**

A 5 per cent. reduction in the price of clay picks, rock picks, pick mattocks, grub mattocks and grub hoes is reported.

### NO CHANGE IN PIPE FITTING PRICES

**Montreal.**

The sale of pipes and pipe fittings continues to be of a sorting up character, and the prices are holding firm.

| | | |
|---|---|---|
| FITTINGS— | | |
| Cast iron fittings | 20 per cent. | |
| Bushings, cast | 30 per cent. | |
| Do., malleable | 25 per cent. | |
| Flanges | 27 per cent. | |
| Plugs | 25 per cent. | |
| Flange unions | 20 per cent. | |
| Malleable unions | 40 per cent. | |
| Dart unions, black | 29 per cent. | |
| Do., galvanized | 8 per cent. | |
| Nipples, ⅛ to 4 in close and short | 45 per cent. | |
| Do., long | 55 per cent. | |
| Do., 4½ to 8" close and short | 35 per cent. | |
| Do., long | 45 per cent. | |
| Couplings, 4" and under | 25 per cent. | |
| Do., 4" inch and longer | 5 per cent. | |
| POUND GOODS— | Black. | Galv. |
| Class A. | 0 58 | 0 78 |
| Class B | 0 24 | 0 34 |
| Class C | 0 16 | 0 21 |

### FILE PRICES REVISED

**Montreal.**

A new discount is announced on K. & F. files of 60 per cent. off list. Horse rasps are now quoted at 75 per cent. off.

### FALL LINES MOVING STEADILY

**Montreal.**

A steady volume of sales is reported for such lines as cow ties, lanterns, horse blankets, hitching rings, and halters, with evidence that the dealers are inclined to sort up their stocks well in advance in anticipation of good Fall business. Game traps are also moving and one jobber stated that the demand shown at the present time is better than was anticipated.

## TORONTO MARKETS

TORONTO, September 15.—Market changes and price revisions this week constitute one of the most important periods in hardware quotations among a number of recent weeks wherein marked revisions have occurred. The higher prices on raw cotton are reflected in advances on certain lines of manufactured cotton goods including sash cord; cotton rope, candle wick and wrapping twines.

Various products of wooden manufacture are revised in price, these changes affecting step ladders, single and fruit ladders, and also the roped and extension types. Quotations on both the folding and extension styles of clothes horse are now substantially lower, while reductions are given on special makes of zinc and glass wash boards. Revised prices are announced on lawn mowers for the season of 1922, a number of reductions being noted on these machines. The wire nail base price has again been lowered, but it is noticed that simultaneously with this decrease, an increase is recorded in wire and wire product prices on the primary Pittsburg markets.

Copper and brass, sheets, tubing, and rods; blue annealed; black and

galvanized sheets; Canada, charcoal tin, and terne plates; iron rivets and burrs; stove bolts; standard compression work; compression bath cocks; flat way stop and waste cocks; quick opening basin cocks, and the 30-gallon standard range boiler, supply the additional items on another lengthy list of hardware commodities having revised prices.

Improved business is reported in stoves, burners, ranges and furnaces, while marked activity in building papers and roofings is said to be even better than expected.

## REVISED LOWER PRICES ANNOUNCED ON LAWN MOWERS FOR 1922 SEASON

**Toronto**

New prices showing certain revisions to a lower level have now been announced by the manufacturers and distributors on lawn mowers for the season of 1922 The latest quotations are guaranteed by the manufacturers against further declines until July 1, of next year. Following are some of the new prices:

LAWN MOWERS—

| | |
|---|---|
| **Star, 3 blades.** | |
| 12 inch, each | $ 9 70 |
| 14 inch, each | 10 40 |
| 16 inch, each | 11 10 |
| **Woodyatt, 4 blades.** | |
| 12 inch, each | 11 25 |
| 14 inch, each | 12 00 |
| 16 inch, each | 12 75 |
| 18 inch, each | 13 50 |
| **Empress, 4 blades.** | |
| 14 inch, each | 14 70 |
| 16 inch, each | 15 50 |
| 18 inch, each | 16 20 |
| Discount on above lines, 20 per cent. | |
| **Comet, 3 blades.** | |
| 12 inch, each | 6 85 |
| 14 inch, each | 8 95 |
| 16 inch | 8 05 |
| **Prince, 4 blades.** | |
| 14 inch, each | 5 95 |
| 16 inch, each | 9 50 |
| **King, 4 blades.** | |
| 14 inch, each | 9 60 |
| 16 inch, each | 10 80 |
| 16 inch, each | 10 20 |
| **Victor, 4 blades** | |
| 14 inch, each | 11 75 |
| 16 inch | 12 40 |
| 18 inch ,each | 12 95 |
| Above prices, net. | |
| **Whippet, 3 blades.** | |
| 12 inch, each | 6 85 |
| 14 inch | 7 45 |
| 16 inch | 8 05 |
| **1000 Islands, 4 blades** | |
| 12 inch, each | 8 40 |
| 14 inch | 8 95 |
| 16 inch | 9 50 |
| 18 inch, each | 10 00 |
| **1000, 5 blades.** | |
| 8 inch, each | 8 50 |
| 10 inch, each | 8 75 |
| 12 inch | 9 00 |
| 14 inch | 9 60 |
| 18 inch, each | 9 50 |
| 18 inch, each | 10 75 |
| **Red Wing, 4 blades.** | |
| 12 inch, each | 9 00 |
| 16 inch, each | 10 25 |
| 16 inch, each | 10 20 |
| 18 inch, each | 10 80 |
| 20 inch, each | 11 40 |
| **Red Wing, 5 blades.** | |
| 12 inch, each | 9 65 |
| 14 inch, each | 10 25 |
| 16 inch, each | 10 85 |
| 18 inch, each | 11 45 |
| 20 inch, each | 12 05 |
| **Bluebird Ball Bearing, 4 blades.** | |
| 12 inch, each | 11 20 |
| 14 inch, each | 11 75 |
| 16 inch | 12 40 |
| 18 inch | 12 95 |
| 20 inch, each | 13 50 |
| **Bluebird Ball Bearing, 5 blades.** | |
| 12 inch, each | 11 85 |
| 14 inch, each | 12 40 |
| 16 inch, each | 13 05 |
| 18 inch, each | 13 60 |
| 20 inch, each | 14 15 |

## LADDER PRICES REVISED ON VARIOUS STYLES

**Toronto**

Prices on practically all style of ladders changes apply on step ladders, single and fruit picking, and also roped and straight extension ladders. Following are the current revisions:—

LADDERS—

| Step Ladders. | Per ft. |
|---|---|
| Standard | 0 46 |
| Household | 0 35 |
| Shelf lock, 4 to 8 ft. only | 0 32 |
| Faultless, 4 to 8 ft. only | 0 46 |
| Do., 10, 12 and 14 ft. | 0 50 |
| Single and Fruit Picking. | |
| 10 ft. to 1 ft. | 0 28 |
| 18 ft. to 20 ft. | 0 29 |
| F.o.b. Toronto, Hamilton, London. | |
| Roped and Straight Extension Ladders. | |
| 20 to 32 feet | 0 32 |
| 36 to 44 feet | 0 35 |
| Over 44 feet | 0 43 |
| Special quality, 20 to 40 feet | 0 45 |
| Three section extension | 0 45 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

## CLOTHES HORSE PRICES SUBSTANTIALLY LOWER

**Toronto**

Quotations on both the folding and extension type of clothes horse have now been revised to a lower level. The new prices show a substantial reduction, as follows:

| | | |
|---|---|---|
| 4 ft, per doz. | $11.00 | $22.00 |
| 5 ft per doz. | $13.00 | $26.00 |
| 6 ft, per doz. | $16.00 | $32.00 |

## WASHBOARDS NOW COST LESS

**Toronto**

Reduced prices are given this week on one line of zinc and glass wash boards. Following are the revised quotations on certain makes:

Baby Globe, (zinc) $2.70 per doz.
Royal Globe (glass) $5.85 per doz.
Solid back Globe (glass) $6.60 per doz.

## LOWER QUOTATIONS ON COPPER AND BRASS GOODS

**Toronto.**

As outlined in the market reports contained in last week's issue of Hardware & Metal, the reductions in quotations on copper and brass goods have now developed. Sheets, rods and tubing in both products, are effected by these current price changes, the extent of which shows an average decline of two cents per pound. Following are the revised price levels:

| | |
|---|---|
| BRASS— | |
| Sheets, base, per lb. | $ 0 26 |
| Rods, base, per lb. | 0 23 |
| Tubing, base, per lb. | 0 32 |
| COPPER — | |
| Rods, base, per lb. | 0 30 |
| Soft sheets, plain, 1 oz. and heavier, lb. | 0 30 |
| Do., plain tinned 16 oz. and heavier, lb. | 0 38 |
| Do., polished and tinned 1 6oz. and heavier, lb. | 0 43 |
| Tubing | 0 34 |

## SHEET PRICES AGAIN SHOW VARYING REDUCTIONS

the announcement of a general decline, and a similar reduction is again reported from the primary markets. The competitive aspect of the southern steel producers has not changed, for it is shown that both the steel Corporation and the leading independent producers are following their recent practice of making such current concessions in quotations as result from each new market development. The varying reports from branches in the industry indicate, however, that betterment in demand is mainly the feature, although a large degree of inquiry does not always denote an improvement in the volume of business.

The contemplated reduction in transportation charges attract considerable attention, and much speculation is evident in steel circles as to whether any such future change would bring price stabilization any nearer. Following are the average quotations for fairly large quantities, with the range in prices being greater or less according to the volume of stocks and the replacement values of the different dealers:

| | | |
|---|---|---|
| BLUE ANNEALED— | | |
| 10 gauge, base | 4 00 | 4 50 |
| 12 gauge | 4 05 | 4 55 |
| 14 gauge | 4 10 | 4 60 |
| 16 gauge | 4 15 | 4 65 |
| BLACK— | | |
| 18—20 gauge | 4 55 | 5 05 |
| 22—24 gauge | 4 60 | 5 10 |
| 26 gauge | 4 65 | 5 15 |
| 28 gauge | 4 75 | 5 25 |

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

| GALVANIZED— | Queen's Head | Fleur-de-lis. |
|---|---|---|
| 28 gauge | 9 50 | 8 75 |
| 26 gauge | 9 25 | 8 50 |
| 24 gauge | 8 65 | 8 10 |
| 22 gauge | 8 30 | 7 65 |
| 18 and 20 gauge | 7 60 | 7 50 |
| Premier and Apollo. | | |
| 10¾ oz. | 6 50 | 7 50 |
| U. S. 28, base | 6 10 | 7 10 |
| U. S. 26 | 5 80 | 6 80 |
| 22 and 24 | 5 65 | 6 65 |
| 18 and 20 | 5 50 | 6 50 |
| 16 | 5 35 | 6 35 |
| 12 and 14 | 5 20 | 6 20 |

An extra 40c per 100 lbs. is charged for Keystone brand copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## PRICES LOWERED ON CANADA AND TIN PLATES

**Toronto.**

Extensive reductions in prices on Canada plates now appear on the local market. A revision to a lower price level is also given on charcoal tin plates and terne plates. Dealers report that there is a fair demand for these products, with a normal deree of activity in furnace and stove repair work. Following are the revised quotations.

| | Per box |
|---|---|
| PLATES, CANADA— | |
| Dull, 60 sheets | $ 5 95 |
| Ordinary, 52 sheets | 5 90 |
| PLATES, COKE TIN— | |
| 1X, 20 x 28, 112 sheets | 20 50 |
| 1X, 20 x 28, 56 sheets | 12 00 |
| PLATES, CHARCOAL TIN— | |
| 1X, 20 x 28, 56 sheets | 14 00 |

## IRON RIVETS AND BURRS NOW REVISED LOWER

**Toronto.**

Through a revision in discounts, a 9 per cent decrease in prices on iron rivets and burrs is now effective. This change was made effective from September 10, and the new quotation is 50 per cent off list on 200-lb. kegs. The previous discount was 45 per cent on both the rivets and burrs.

## REVISED DISCOUNTS ON STOVE BOLTS

**Toronto.**

A reduction of approximately 7 per cent has been announced in prices on stove bolts. This is the second lowering in quotations which has taken place in as many months, and as before, this revision is obtained through changes in discounts. The quotation is now 67½ per cent, whereas the former discount was 65 per cent.

## WIRE NAIL BASE PRICE AGAIN LOWERED

**Toronto.**

A reduction of 10 cents per keg has now been announced in the base price on wire nails. This change brings the local quotation to $4.15. It is noticeable, however, that simultaneously with the decrease in local prices, comes the report of a 15 cent advance in quotation on the Pittsburg markets. This situation would apparently indicate that there is a possibility that an evening up revision in local prices on wire nails may shortly take place.

## HIGHER PRICE ON RAW COTTON REFLECTED BY INCREASES ON COTTON GOODS

**Toronto.**

As predicted in a recent issue of Hardware & Metal, the more or less sudden inflation in the price of raw cotton, has been reflected in advanced quotations on manufactured cotton goods. Higher prices are now in effect on such commodities as seine twine, sash cord, wrapping twines and cotton ropes, also candle wicks. Manufacturers agents state that prices on other cotton goods have been temporarily unchanged, pending the result of future market activities. The firm position of raw cotton on the southern trading markets is still being maintained, and the higher range quoted on this commodity is being closely watched throughout the trade. While the situation has been enhanced by active buying on the U.S. exchanges, yet the bale shortage in this season's cotton crop has undoubtedly been the primary factor in arousing the interest of traders.

## PRICES NOW HIGHER ON HERCULES SASH CORD

**Toronto.**

Owing to the recent strength of the cotton markets, and the higher cost of this raw material, prices have advanced on sash cord to the extent of 5 cents per lb. The revised quotations are contained on the curent market pages.

## QUOTATIONS ON COTTON ROPE SHOW ADVANCE

**Toronto.**

Prices on cotton rope have now registered an advance, owing to the recent higher quotations on raw cotton. The markets on manufactured cotton goods are correspondingly strong, and the new prices on rope are as follows: 1-8 in., 51 cents per lb.; 5-32 in., 50 cents; 3-16 in., 47 cents; 1-4 in., and up, 45 cents per lb.

## CANDLE WICK PRICES RISE

**Toronto.**

New higher prices are also announced this week on candle wicks. This is another of the resultant effects from the recent sudden rise in prices on raw cotton, accentuated by trading activity in southern stock markets.

## INCREASED PRICES ON WRAPPING TWINES

**Toronto.**

Increased prices are also announced this week in wrapping twines. The revised quotations show an advance of 6 to 8 cents per lb. The new prices are contained in the current market pages.

## DISCOUNTS ON PLUGS ARE NOW REVISED

**Toronto.**

Recent business in pipe fittings is reported to be on a more even trend. Although the total volume of trade is not claimed by local dealers to be anything "worth shouting over", yet a fair movement is generally recorded.

In addition to the revision in discounts on unions and bushings made last week a change is now announced on plugs. The cast iron, solid, and countersunk are all quoted at 25 per cent off list. Following are the current quotations:

PIPE FITTINGS—

| | |
|---|---|
| Cast iron fittings | 20 per cent. |
| Plugs, cast iron | 25 per cent. |
| Do., solid | 25 per cent. |
| Do., countersunk | 25 per cent. |
| Bushings | 25 per cent. |
| Unions ¼ in. to 2 in. | 40 per cent. |
| Unions, ⅛ in., 2½ to 4 in. | 40 per cent. |
| Flanged Unions | 20 per cent. |
| Dart unions, blk., ¼ to 2 in. | 29 per cent. |
| Do., ⅛ in., 2½ to 4 in. | 14 per cent. |
| Do., galvd., add to black | 30 per cent. |
| Nipples, blk., and galvd., ⅛ to 4 in. close and short | 45 per cent. |
| Do., 4½ in. and larger | 35 per cent. |
| Do., long, ⅛ in. to 4 in. | 55 per cent. |
| Do., 4" in. and larger | 45 per cent. |
| Do., running thread | 25 per cent. |
| Couplings, 4 in. and under | 25 per cent. |

MALLEABLE FITTINGS—

| | Black | Galvanized |
|---|---|---|
| Class A | 0 58 | 0 72 |
| Class B | 0 24 | 0 34 |
| Class C | 0 16 | 0 24 |

## THIRTY GALLON RANGE BOILER NOW $8.25

**Toronto.**

Local jobbers have now generally reduced the price on the 30-gallon standard range boiler to $8.25. This is a decline of 25 cents from the average figure which was previously being quoted on the local market. Other prices remain unchanged as the size on which the recent price shading has developed is practically the only boiler in demand. In one quarter, the opinion was expressed that these present quotations are likely to hold, but on the other hand that opinion was also presented when prices were first dropped to $9.00.

Following is the prevailing list:—

| | Standard | Ex.Heavy |
|---|---|---|
| 30 gallon | $ 8 25 | 11 50 |
| 35 gallon | 9 50 | 13 80 |
| 40 gallon | 13 80 | 16 50 |
| 52 gallon | 20 40 | 25 20 |
| 66 gallon | 28 08 | 34 80 |
| 82 gallon | 36 00 | 47 40 |
| 100 gallon | 45 60 | 56 40 |
| 120 gallon | 55 20 | 64 80 |
| 144 gallon | 78 00 | 93 00 |

## REVISED DISCOUNTS ON STANDARD COMPRESSION WORK

**Toronto.**

Further revisions to lower levels are now given in the discounts on certain lines of compression work. A reduction of approximately 10 per cent is announced on standard compression work, while the discounts are also changed on compression bath cocks, standard flat way stop and waste cocks, and quick opening basin cocks No. 3633.

The present market for these products is stated by various dealers to be fair, but it is not generally considered good, for although a medium volume of trade is recorded, the movement is spasmodic.

Following are the new discounts:—

VALVES—

| | |
|---|---|
| Compression work, standard | 43% |
| Fuller work, standard | 30% |
| Bath cocks, compression | 32% |
| do., Fuller | 25% |
| Flat way stop and waste cocks, standard | 46% |
| Round-way stop and waste cocks, standard | 40% |
| Brass steam cocks, standard | 10% |
| Globe, angle and check valves, standard | 20% |
| J. M. T. | 20% |
| J. M. T. C. | 25% |
| J. M. T. Gate Valves | 25% |
| Gate or straightway | 16-10% |
| Jenkins Globe | 10-10% |
| Radiator valves, standard | 58% |
| do., removable disc | 58% |
| Emco. Check Valves | 20% |
| Webber Gate Valves | 20% |

BASIN COCKS—

| | |
|---|---|
| No. 0 and 1, Fuller pattern | 30% |
| Quick opening No. 3633 | 43% |

## IMPROVED BUSINESS IN STOVES AND RANGES

**Toronto.**

Both manufacturers and wholesalers now report a more active movement in stoves and furnaces. As a general rule this is business which appears during the months of July and August, but these two months this season were pathetically dull from a new business viewpoint. However, dealers now report that the orders are arriving in nice volume, and the various shipping departments are throbbing with renewed activity.

Electric ranges are evidently gaining in popularity this year, if the proportion of sales is any indication, as jobbers state that this style of range is moving well. Furnace work is also showing much improvement, with the spread of more direct knowledge as to installation and effects, both from a theoretical and practical standpoint. Stove and furnace repair work is generally only of a medium character this fall, as much endeavour in this line was undertaken during the past two seasons when repairs were made to ranges, and so on, from the sense of economy. Dealers now feel that a fair proportion of sales are ma-

turing, and evidently hope for an averagely prosperous fall season in stoves, ranges and furnaces.

### BRANTFORD GLUE PRICE LOWER

**Toronto.**

New lower prices are now announced by the Canada Glue Co., on Brantford All Around Glue. The following are the revised quotations:

Case No. 7, 50 1 pound packages $22.50.

Case No. 8, 100 ½ pound packages $22.50.

Case No. 9, 200 ¼ pound packages $31.50.

Subject to discount.

### LACK OF LIFE STILL NOTED IN INGOT METALS

**Toronto.**

The lack of new life is still a feature of the current ingot metal markets, and the excessively quiet period continues locally. There has been very little change in the total volume of business recorded during recent months, and coupled with the lack of demand for certain new metals, is the presence of large quantities of scrap materials.

On the other hand, reports of anticipations in respect to betterment in the near future have recently emanted from the U.S. markets, and a slightly firmer undertone in some metals is indicated. Local ingot prices, however, generally remain unchanged at the following levels:—

Copper,—17 cents.
Tin,—35 cents.
Lead, — $6.75
Spelter,—$7.00
Antimony,—8 to 10 cents.
Aluminum,—28 to 29 cents.

### SCRAP MATERIAL MARKETS STILL MARK TIME

**Toronto.**

Activity is still limited in scrap materials generally, for while there has been slightly more interest reported in iron and steel scrap, this activity is mainly only to the extent of inquiry. There is very little new life in non-ferrous waste metals, and the recent revised lower prices are holding as follows:—

WASTE MATERIALS—

| | | |
|---|---|---|
| No. 2 busheling | ..... | 11 00 |
| Heavy melting steel, gross ton | 9 50 | 10 00 |
| R. Rd. wrought iron, No. 1, gr. ton | 10 25 | 11 25 |
| Scrap pipe, gr. ton | 6 00 | 7 00 |
| Stove plate, net ton | 11 00 | 12 00 |
| No. 1 machinery cast, net ton | 15 00 | 16 00 |
| Heavy lead | 3 75 | 4 00 |
| Tea lead | 2 00 | 2.50 |
| Red brass | .... | 9 00 |
| Yellow brass | 5 25 | 6 25 |
| Light brass | 3 00 | 3 50 |
| Heavy copper | 9 25 | 10 00 |
| Scrap zinc | 3 00 | 3 50 |
| Old rubbers, boots and shoes | 2 00 | 2 50 |
| Lumberman's rubber boots | 1 25 | 1 75 |
| Auto tires | 0 50 | 1 00 |
| Solid tires | 0 75 | 1 25 |

### CORRUGATED PRICES HOLD

**Toronto.**

Recent price revisions on corrugated sheets remain in effect, and while the lower quotations resulted in a momentary improvement in the seasonable movement, the current sales are said to be somewhat steadier. On the whole, however, the situation is summed up as fairly satisfactory, with expectations for continued fall business in this line. Following are prevailing prices:

CORRUGATED SHEETS—

| | Per 100 sq. Ft. |
|---|---|
| No. 28 gauge | $ 7 75 |
| No. 26 gauge | 8 25 |
| No. 24 gauge | 11 50 |
| No. 22 gauge | 14 00 |
| No. 20 gauge | 15 75 |
| No. 18 gauge | 21 00 |

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

### SOLDER REVISIONS HOLD

**Toronto.**

With the recent revision in quotations on solder still being maintained, there is little new to record on lead and zinc goods. The market tone has strengthened with the current movement reported as fair considering prevailing trade conditions generally. Following are the prevailing quotations:

LEAD AND ZINC GOODS—

| | |
|---|---|
| Lead pipe, list, per lb. | 0 12½ |
| Lead waste pipe, list, per lb. | 0 13½ |
| Do., over 8 in., list, per lb. | 14½% |
| Lead pipe is subjected to a discount of | 10% |
| Lead traps and bends | 10% |
| Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb. | 09½ |
| Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra. | |
| Solder, wire, per lb. | 0 29 |
| Do., strictly, lb. | 0 22 |
| Do., commercial, lb. | 0 20 |
| Do., guaranteed, lb. | 0 24 |
| Do., wiping, lb. | 0 20 |
| Zinc sheets, per lb. | 0 13 |

### PIPE LIST UNCHANGED

**Toronto.**

Sales of piping are still reported somewhat irregular, as has been the case practically all the season. Pipe list No. 52, remains in effect, and with local quotations reflecting the tone of tubular goods on the primary steel markets, the price situation has been closely followed throughout the summer months. The latest list is contained in the current market quotations.

### COTTON WASTE MARKETS FIRMER

**Toronto.**

Dealers report that the tone of the cotton markets has recently shown some improvement, and this situation has reflected in a firming up on waste prices. The quotations on both white and cotton wastes which recently came into effect are being well maintained, no further price revisions having been recorded. It is stated that few, if any, changes are now expected, as market conditions are generally reported fair, with some signs of a more optimistic attitude developing in the trade. The unchanged quotations follow:

WASTE—

| | | per lb. |
|---|---|---|
| Cream, polishing | 0 19½ | 0 20 |
| White, cotton. | | |
| XXX | | 0 18½ |
| XX | | 0 16½ |
| X | | 0 15½ |
| XC | | 0 14½ |
| XXX extra | | 0 17 |
| XX grad. | | 0 16 |
| XLCR | | 0 15 |
| X empire | | 0 14 |
| X press. | | 0 13 |
| Colored, cotton. | | |
| Fancy | | 0 14 |
| Lion | | 0 12½ |
| Standard | | 0 11 |
| Popular | | 0 10 |
| Keen | | 0 09 |
| No. 1. | | 0 13½ |
| No. 7. | | 0 12½ |
| No. 1A. | | 0 11½ |
| No. 1B. | | 0 10½ |

Above lines subject to trade discount for quantity.

# LONDON MARKETS

LONDON, September 14.—Easier prices are shown on a number of hardware commodities this week including the following lines:—clay picks, mattocks, grub hoes, carpenters' goose neck wrecking bars, bolt clippers, stove bolts, iron rivets and burrs, and wire nails. Other changes which advance quotations towards a higher level are noted on turpentine, and two lines of Ever-ready Daylo bulbs.

Both merchants and jobbers report that current hardware business is fairly good in London, and the surrounding districts. Many seasonable lines are registering a fair demand, which is expected to increase as the period advances.

### LOWER QUOTATIONS ON IRON RIVETS AND BURRS

**London, Ont.**

Iron rivets and burrs now take revised lower prices. The discount on these products has been changed from 45 per cent to 50 per cent.

### WIRE NAIL BASE LOWERED

**London, Ont.**

The base price on wire nails has now been lowered 10 cents per keg. The current sale of nails, both cut and wire, continues to show improvement. This movement is considered more seasonable, as much building and repairs are generally in progress. Following are prevailing quotations: Wire, $4.20 base; cut, $4.95 base.

### CARPENTERS WRECKING BARS LOWER IN PRICE

**London, Ont.**

Carpenters goose neck wrecking bars have been lowered in price according to current announcements from local jobbing circles. The new quotations show an approximate reduction of 20 per cent. Following are the revisions:

24 inch ..... $5.00 per dozen

### DISCOUNT REVISION GIVEN ON STOVE BOLTS

**London, Ont.**

New lower prices are now given on stove bolts. The discounts have been revised from 65 per cent off list, to 67½ per cent off. This amounts to an approximate reduction of 7 per cent.

### BOLT CLIPPER QUOTATIONS DECLINE 12 PER CENT

**London, Ont.**

New lower prices have been announced on bolt clippers, which change shows a decline of approximately 12 per cent from the previous price level. The revised quotations are as follows:

New Easy, No. 0, $4.00 each: No. 1, $5.35 each; No. 2, $7.40 each; and No. 3, $9.50 each.

### REVISED LOWER PRICES ON GRUB HOES

**London, Ont.**

New quotations are now announced on grub hoes. The revised price being $8.50 per dozen.

### MATTOCK PRICES DECLINE

**London, Ont.**

A reduction of 50 cents per dozen is now shown in the current prices on mattocks. The decline is simultaneous with the lower price announced on clay picks. These new revisions are included in the current market pages.

### QUOTATIONS ON CLAY PICKS NOW REDUCED

**London, Ont.**

Quotations on clay picks are now reduced, the extent of the decline being 50 cents per dozen. The revised prices will be found on the current market pages.

### TURPENTINE PRICE ADVANCES

**London, Ont.**

Local quotations on turpentine now show an increase of 5 cents per gallon. This new higher price brings the prevailing level to $1.05 per Imperial gallon in 1 barrel lots. Following are the revised quotations:

| TURPENTINE— | Imp. gal. |
|---|---|
| 1 barrel lots | 1 05 |
| 2 to 4 barrel lots | 1 04 |
| 5 gallon lots | 1 20 |

### HIGHER QUOTATIONS ON EVEREADY BULBS

**London, Ont.**

Two numbers of Eveready Daylo bulbs now have new higher quotations. The No's 1180 and 1181 are now listed at 40 cents each, as compared with the previous list of 30 cents. The discounts are less 25 per cent; and in lots of ten or more of one kind, the quotation is less 35 per cent.

### FLOOR MOPS, POLISHES AND WAX IN DEMAND

**London, Ont.**

Polishing mops, floor polishes, and floor wax are products which now come into their own with the advent of the fall season. The resultant rejuvenation of homes consequent upon moving activities, coupled with a degree of fall cleaning of home interiors upon the return from vacational exploits, has revived the demand for these household lines. Price quotations are as follows:

WAX—

Johnson's, List, less 33 1-3 per cent.
Old English, less 33 1 3 per cent.
LIQUID VENEER MOPS—$20.00 doz.
LIQUID VENEER JUNIOR MOPS—$14.40 doz.
LIQUID VENEER POLISH—4-oz. bottles, $2.40 doz.; 12-oz. bottles, $4 80 doz.; 32-oz. cans, $10

O-CEDAR MOPS—(Complete with handles) — No. 1, $16 doz.; No. 3, $16; No. 5, $16; No. 14, $16; No. 15, $10.

O-CEDAR POLISH—4 oz. bottles, $2.40 doz.; 12-oz. bottles, $4.80 doz.; quart cans, $12 doz.; ½-gal. cans, $20 doz.; 1-gal. cans, $28 doz.

### STOVE BOARDS SELL WELL

**London, Ont.**

Local dealers report that stove boards are still selling well. Prices remain unchanged, the discounts being as follows:

Wood Lined, List Less 15 %.
Paper Lined, List Less 30 %.

### LINSEED OIL PRICE HOLDS

**London, Ont.**

Linseed oil now holds at the new lower range of prices quoted last week. A fair volume of sales is reported. Following are current quotations:

| LINSEED OIL— | Raw. | Boiled. |
|---|---|---|
| 1 to 2 bbls., imp. gal. | 0 92 | 0 95 |
| 3 to 5 bbls. | 0 91 | 0 94 |
| 6 to 9 bbls. | 0 89 | 0 92 |

Less barrels, add 15 cents gal.

### FALL BUILDING CREATES SALE FOR PAPERS AND ROOFINGS

**London, Ont.**

With the fall building now in full swing, and much repairing under way, sales are gradually improving for building papers and roofings. Following are prevailing prices on a few lines:

| | |
|---|---|
| BUILDING PAPER— | |
| Plain fibre No. 2, per roll | $0 75 |
| Tarred fibre, No. 2, per roll | 1 10 |
| ROOFING— | |
| Ontario, 1 ply, square | 1 95 |
| Do., 2 ply, square | 2 40 |
| Do., 3 ply, square | 2 85 |

### APPLE PARERS IN DEMAND

**London, Ont.**

Among hardware specialties selling well during the present season are apple parers. The prices remain the same as were in effect last season, the quotation on the Hudson apple parer being $19.50 per doz.

### CORN HOES AND HUSKERS NOW POPULAR

**London, Ont.**

Corn hoes and huskers are now selling well, according to local dealers. Prices remain as follows: Corn hoes, $10.58; per doz. Corn Huskers, No. 678, $3.60 per doz., "P" $2.05 No. 2000, $1.25 per doz.; and No. 21000 $1.15 per doz.

### FAIR ORDERS FOR ICE SKATES

**London, Ont.**

Orders are now being taken for ice skates covering shipment up to December 1. Prices remain practically unchanged, the quotation on the Starr make remaining at list less 30 per cent.

### SASH WEIGHTS AND SASH CORD SELL WELL

**London, Ont.**

The approach of the fall season has stimulated the sale of sash cord and also sash weights. In addition to this being the period of the year when much repair work along these lines is done, and windows are given attention in preparation for the winter months, the many fall homes and other structures erected during the recent building activity have reached that stage where these products are required. Prices are unchanged as follows:

SASH CORD—No. 6, 52c per lb.; No. 7, 51c; No. 8 and larger, 50c.

SASH WEIGHTS—Solid, 3 lb. and larger, $3.50 per cwt.; sectional, 1 lb., $4; sectional, ½ lb., $4.50.

### FLY SWATTERS STILL IN FAIR DEMAND

**London, Ont.**

The revival of warmer weather resulted in a continued demand for fly swatters. Quotations remain steady on the following makes:

Canada, $1.00 D.
No. 176, 80c. D.
No. 175, $1.10 D.

### FLY OIL STILL NEEDED

**London, Ont.**

Warm weather experienced during the past week or so, has prolonged the sale of fly oil. These pests are still very evident, especially with the approach of the cooler evenings, the flies and similar insects making for the indoors wherever possible. Prices on fly oil remain unchanged as follows:

FLY OIL—Dr. Williams, 1 gal. cans, $13 doz.; ½ gal. cans, $9; ¼ gal. cans, $6.50.

Crenoid—1 gal. cans, $11.50 doz.; ½ gal cans,

### IMPROVED SALE REPORTED FOR BUILDERS HARDWARE

**London, Ont.**

There is a fair demand reported for locks, door knobs, hinges, and various other lines of builders hardware.

# WINNIPEG MARKETS

WINNIPEG, September 14—The current changes in prices on hardware lines while fairly numerous this week do not carry the marked importance which has been generally attached to recent revisions. Lower quotations are now recorded on decorators' pure white lead, certain lines of common auger bits and Clarke's expansive bits, harness rings, wire rope clips, various makes of files, wire rope thimbles, and revised prices are given on genuine Crescent wrenches.

A slight increase has been reported in the volume of recent hardware business, and fall and winter goods are beginning to move more freely. A fair volume of fall trade is now generally anticipated.

### WIRE ROPE CLIPS SHOW SMALL PRICE REDUCTION

**Winnipeg.**

Prices have been slightly [illegible]

the newest quotations:

WIRE ROPE CLIPS—¼-inch, 5½c; 5-16th, 6c; ¼, 7c; 7-16ths, 8c; ½, 10c; 9-16ths, 12c; ⅝, 13c; ¾, 18c; ⅞, 25c; 1-in., 28c; 1⅛, 44c; 1¼,

# Barrett Roofings, Cements Industrial Paints etc.

THE name "Barrett" on a product helps to build up your reputation for honest merchandise at fair prices.

The goods here described are made by Canada's oldest and largest manufacturers of roofings and industrial specialties and are endorsed by thousands of satisfied users in all parts of the Dominion. Our big advertising campaign is daily creating a demand for Barrett products. Here are two popular sellers.

### *Plastic Elastigum Patching Cement*

THE plastic cement of a thousand uses—tough, elastic, adhesive, waterproof. Easy to apply and sticks obstinately to both wet and dry surfaces.

Unequalled for patching holes and leaks in roofs of all kinds and for repairing flashings, relining gutters, stuffing cornices, lining cisterns, etc. Its life and elasticity are unaffected by changing temperatures. It *stays tight* throughout the most severe weather conditions.

Plastic Elastigum is a popular repair material for which dealers will find a tremendous demand this year.

Comes in 1-lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, ½ barrels (about 300 lbs.), and 1 barrels (about 600 lbs.)

*Relining a gutter with Plastic Elastigum*

### *Everlastic Liquid Roofing Cement*

FOR renewing the life of old and worn-out prepared and "rubber" roofing, Everlastic Liquid Roofing Cement is positively without an equal. It is easy to apply and forms a new wearing surface that is smooth, tough, waterproof and so durable that it makes the old roof good for several years of extra service.

If you want to save money for your customers you should sell them this remarkable Barrett Product.

It comes ready for use in packages of various sizes, ranging from 1-pint cans to 40-gallon barrels.

*Anyone can apply it.*

WINNIPEG VANCOUVER ST. JOHN, N. B. **The Barrett Company** LIMITED MONTREAL TORONTO HALIFAX, N. S.

*If interested tear out this page and place with letters to be answered.*

# A Prospect List Aids "Save The Surface" Arguments

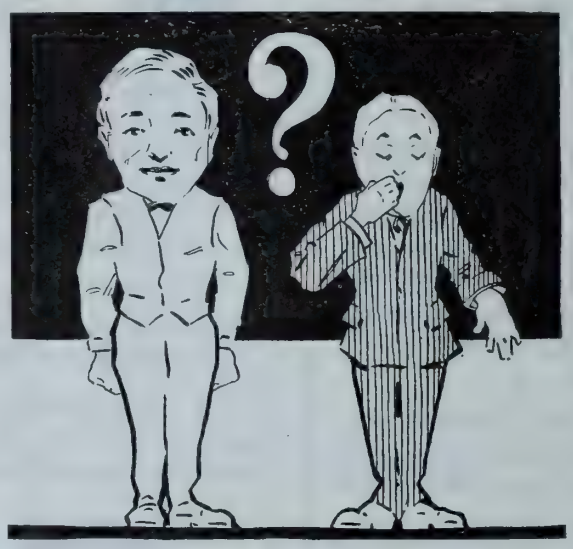
## Hardware Merchant Keeps Memorandum Book Divided Into Sections for Notes on Prospects—Making Enquiries of Other Paint Buyers Concerning Neighbor's Requirements—Co-operating With The Manufacturer

IN making plans for the paint department or the "Save the Surface" Department with a view to increasing turnover during the Fall months there are several points which may be kept in mind to good advantage. A number of these are being treated in current issues of Hardware and Metal, and in this issue the subject of means of keeping track of prospects will be dealt with. This is an important phase of the merchandising plans in the "Save the Surface" department because even though the merchant himself is well convinced of the necessity of applying an adequate coat of paint varnish, etc., as a protection against the elements of fall and winter, yet it will do little good unless he can convince his customers of the same need. The merchant has one of the strongest arguments for the sale of paint in the Fall months that it is possible to have in any line in his store, and the question next arises, as to the best plan for getting the argument across to the greatest number of his customers or prospects.

### Carries a Memo Book

One merchant we have in mind who has had good success in bringing his customers to a thorough appreciation of the value of "saving the surface" of their property, employs a novel scheme for keeping track of prospects and notes on their actual requirements.

Here is his method. In his pocket he carries a little memorandum book. This book is divided into five sections. The first contains the names and addresses of all the painters in the town; the second a list of barn paint prospects; the third color combinations for houses; the fourth prospects for house paint, and the fifth a list of varnish and interior prospects.



*The merchant who keeps track of prospects and the one who does not.*

If he is walking down the street and he sees a house that needs painting, down goes the address in section four of the little book, and if he knows the owner's name, that is recorded also. If not, he makes it his business to secure his name.

This merchant knows practically every farmer in the surrounding country and knows all the rural routes. Often he drives into the country upon either business or pleasure bent. Then his little book comes in handy. If he sees a barn, granary, hoghouse, or any other building that needs painting, the farmer's name is recorded under Barn Paint Prospects, or if he is putting up a new barn or granary, or making additions to his old ones, it is written in the same section, for an addition usually means that both the old and the new parts will be painted with proper persuasion.

### Enquires About the Neighbors

Working on the assumption that a person usually knows more about his neighbor's business than said neighbor himself, the merchant always asks people to whom he sells a bill of paint in the store whether or not any of his neighbors are contemplating doing any exterior or interior paintng. Having secured this information, their names are listed in the proper places. Of course, the guesses are sometimes wrong in regard to these but a large percentage are good.

Other sources for live prospects are the lumber dealers and electricians who are wiring houses.

The section containing painters' names and addresses is quite necessary; for often upon calling on one of the prospects listed in the House Paint Section, he is told that the work is in the hands of a certain painter. Immediately his name and address goes down and the painter receives a personal call.

It is not difficult to see that this merchant builds up quite a list of live prospects by his notebook method. In fact, as he says, they are 99-44/100 live. Having them, he does not allow them to perish in the notebook. He follows them person all with calls and letters and in addition turns in their names to the sales promotion department of the company whose line he handles, which does further work on them with personal letters.

### Co-operative Effect

For instance, he gets a list of barn paint prospects. He sends in their names to the promotion department advising the latter when he wants them promoted. In the meantime, he calls on them and talks paint. While his talk is still fresh in their minds, along comes a letter on barn paint from the manufacturer. This concentrated effort perfectly synchronized is bound to have a telling effect. It gets results.

Here are the merchants own words in writing the manufacturer in regard to the promoting work:

"Now, then, when your promoting letters are sent out to my prospects the results are not long in coming. So convinced am I of the sales value of your letters that I consider the sale half made when they reach the prospect, for seldom have I found the promoted prospect postponing his work or buying other materials."

No doubt the letters have something to do with it. However, if these selfsame letters were sent out to a list selected haphazard, it would probably be a case of much wasted effort and postage. In the 1st analysis, it is the selection of prospects that makes promotion so valuable to this merchant, for in addition to getting good prospects by the notebook method, each man is promoted on the right products, at just the right time.

# BOECKH'S
## Floor Brooms

These handsome, durable brushes are made by skilled workmen under expert supervision. The material is carefully selected.

We particularly invite your attention to the extra quality and to the excellent appearance, enhanced by the fine polished wood blocks.

This noteworthy finish and handsome appearance make Boeckh Brushes good material for striking, business-getting window displays.

*Write for Boeckh's brush catalogue.*

**The Boeckh Company, Ltd.**

**Toronto, Canada**

**Established 1856**

*If interested tear out this page and place with letters to be answered.*

# The Brush Department

## Price Reduction Helps Brush Trade

### In View of Conditions in Bristle Industry The Current Price Reductions on Brushes Become More Significant

THERE are several interesting factors in connection with the recent reduction in the prices on household and paint brushes, which appeal strongly to the enterprising dealer in these products. One of the most prominent elements is a current decline in quotations at a time when there is generally reported to be a comparative world shortage of bristles. The most natural result of such a condition would be to increase the price, or at least enhance the value from a standpoint, of bristles generally. In the present case, however, although the manufacturers of brushes have been face to face with this proposition since the outbreak of the recent war, which shattered the source of Russian bristles and destroyed the Russian productive facilities in this direction, yet efforts to meet the popular demand for lower prices have been sucessfully made.

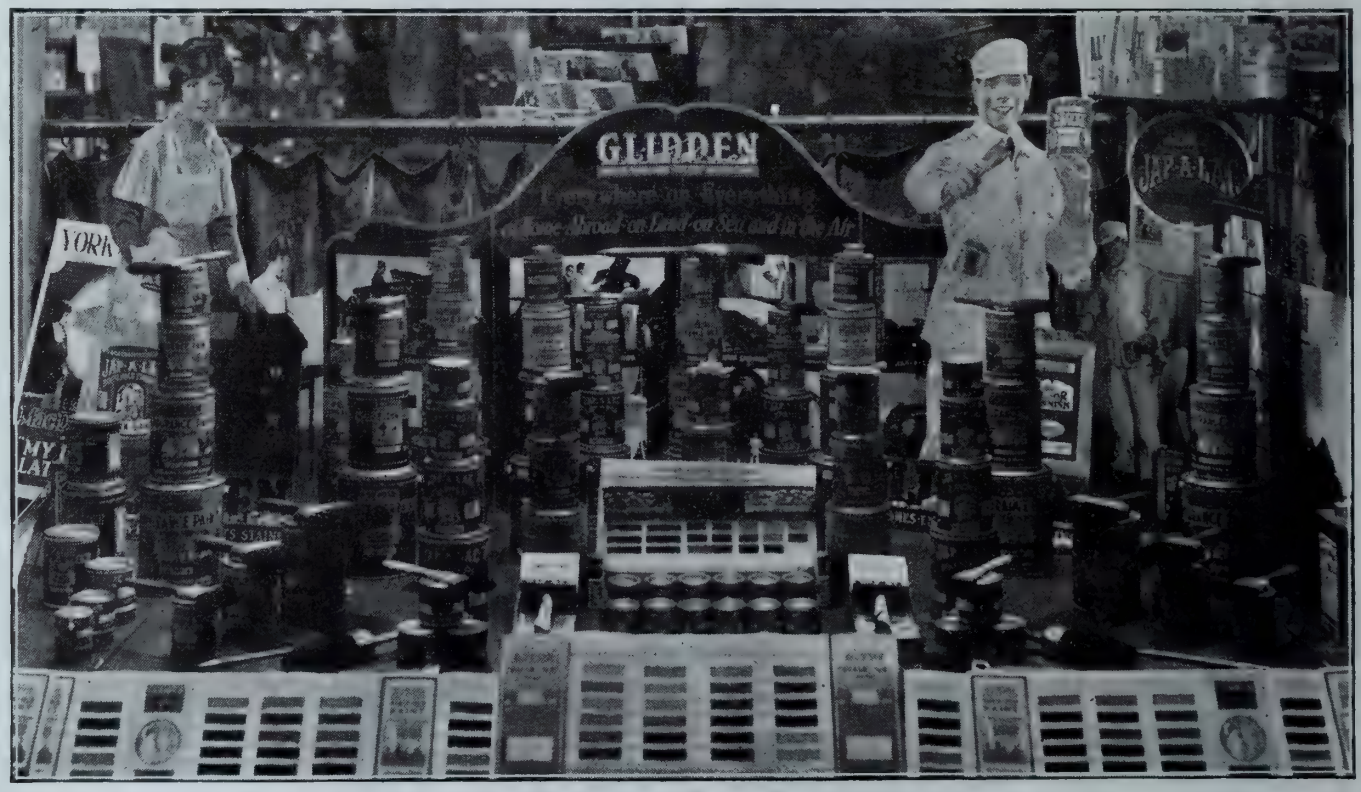
In this connection, the various other contributory cost elements in the manufacture of brushes have been shaded for it is claimed that very little reduction has taken place in the price on bristles, any changes being made merely applying on a few minor grades. These are vital considerations when the sales of brushes is imminent for the value of such an argument, when presented by an authoritatively-informed and courteous merchant, has a far-reaching effect upon the prospective customer.

The decision to buy when the product is needed is enhanced by the knowledge that price revisions in a downward direction have already occurred. But been made in the face of a market scarcity of bristles, the enterprising spirit of the trade is then more noticeable.

The recent price recessions on brushes will undoubtedly result in stimulating the effective sale of these products. In support of this reasonable contention, the recent history of the paint industry is of particular service. For just as repeated price lowerings on ready-mixed paints and similar paint products assisted materially in advancing the sale of those lines, so the corresponding lowering of brush prices can be made to form the basis of a progressive sales movement in this direction.

Again referring to the supply of bristles, and the present conditions of the bristle industry, it is noticed that previous to the war approximately 55 per cent of the world's production of bristles was attributed to Russia. That country was also the main source of the extra fine grades, and the long white bristles of superior quality. The other countries supplying bristles to the markets of the world were India and China. It is true that Germany at one time appeared to be exporters of bristles, but this was because the Russian stocks were marketed by German Merchants.

(To be continued in October Issue)




*Following out the advice that regular displays of paints throughout the year help greatly to stimulate trade in the paint and varnish department, a Toronto hardware merchant arranges an attractive display of paints with regularity throughout the year. One of his recent paint displays is shown herewith. The store's trade is largely of the household variety and the lines especially applicable to this class of trade are featured in the most popular size containers. Brushes are always shown with the paints and color cards are placed right up against the window for the reference of passers-by, many of whom are thus interested to the extent that they will enter the store for more information*

# RAMSAY'S UNICORN VARNISHES

Varnishes that are made for all kinds of work where good varnish is required. Unicorn Varnishes are the kind you can sell that live up to all claims of quality; that actually do perform notably well "on the job" and continually advertise you and your business to your customers.

Take Ramsay's Agate Floor Varnish, for instance; just what your customers want for floors. It stands wear and tear and maintains a lasting finish under extreme conditions. It emerges with flying colors from the daily test of stamping heels and scraping furniture. This proves its worth for you to sell and your customers to use.

# A. RAMSAY & SON CO.

*The All-Canadian Manufacturers of Paint and Varnish Since 1842*

## MONTREAL

**Toronto**
49 Colborne Street

**Winnipeg**
123 Bannatyne Ave. East

**Vancouver**
167 Pender St. West

*Edmonton District Distributors*
Revillon Wholesale Limited
Edmonton

*Nova Scotia Distributors*
James Simmonds, Limited
Halifax, N. S.

*Calgary District Distributors*
The McDonald-Baker Co.
818 8th Ave. W., Calgary

# Weekly Paint Markets

## TORONTO

TORONTO, September 15—Paint manufacturers announce a further lowering of prices on nearly all grades of ready-mixed paints. The extent of the current decline on house paints, porch floor and other liquid colors is 50 cents per gallon, while inside floor enamels, and flat wall colors are reduced 40 cents per gallon. A big reduction is given in the prevailing quotations on aluminum paint, the price of $7.00 being cut by $2.00, bringing the level down to $5.00 per gallon. Barn paints are lowered 20 cents per gallon and in addition, a number of sundry lines are revised including carriage, wagon and implement paints, and also liquid coach colors. Canoe enamels, porch furniture enamels, radiator colors, and gas engine enamels are reduced to the extent of 10 per cent.

Auto enamels and varnishes have not been changed with this current revision, as these specialties were reduced last July. Certain oil and japan colors have lower prices according to the costs on each individual line.

On the other hand, white lead oil, is now approximately $1.25 cents higher than the new easier price levels announced last week. This change is attributed by lead crushers to the fact that prevailing production costs and the increased strength of linseed oil markets, failed to warrant such a marked reduction. The new prices are still considerably lower than the levels which prevailed during the summer months.

Turpentine prices have registered another advance the current revision bringing local quotations ten cents per gallon higher than was effective two weeks ago. Linseed oil markets also show a firmer tone, but prices, at present are unchanged. Quotations on putty are slightly revised.

### MIXED PAINT QUOTATIONS REDUCED 50 CENTS PER GALLON

Toronto.

One of the feature market changes this week is the current announcement affecting the prices on ready-mixed paints and various sundry lines. For the third time during the past ten months, a reduction is made by paint manufacturers in quotations on many of their products, this time to the extent of 50 cents per gallon on most lines of ready-mixed paints, including porch floor, and marine colors. Inside paints and floor enamels are lowered another 40 cents per gallon and a similar decline is given on flat wall paints.

Barn, roof, and dory colors, are 20 cents per gallon lower in price, and a marked revision of $2.00 per gallon has been made on aluminum paint, bringing the price down to $5.00 per gal. Sundry colors, and oils, also japan colors, are now reduced, according to the costs affecting each individual line.

In issuing these current paint revisions, the manufacturers state that any recent reductions in raw material costs have not been of sufficient extent to warrant the present prices changes; but the quotations on these products are lowered with the anticipation that such a movement will act as a strong stimulant to increased business during the fall trade period. And the looked for improvement in turnover, coupled with the larger volume of paint handled, should be a material asset in caring for the prevailing high overhead charges, which, it is said, are almost impossible to lower under existing circumstances.

### REVISED QUOTATIONS ON WHITE LEAD IN OIL

Toronto.

Reduced prices announced last week on white lead in oil have now been revised and an increase of $1.25 per 100 lbs. is now shown on the lower levels recently given. The lead crushers claim that with the present strong showing in linseed oil, and the higher price on flax seed, recent price recessions on white lead in oil were not warranted to the extent of $3.00 per 100 lbs. This was commented upon in last week's issue of Hardware & Metal, that such a revision was larger than generally anticipated in the trade, and the readjustment movement is therefore, not surprising. This still gives a reduction of $1.75 per 100 lbs. from the levels which have recently prevailed, and brings the new quotations on white lead in oil to $13.20 per 100 lbs. in ton lots, and $13.55 per cwt. for less quantities.

Manufacturers claim that it is considered doubtful if any recession from these revised forces are likely to develop owing to the above mentioned conditions.

### PUTTY PRICES REVISED

Toronto.

Some revisions have been made in prices on putty from the new levels announced last week. This change chiefly applies to the differential between standard and pure putty which was given as $1.00. At a recent meeting of paint manufacturers, the decision was reached to maintain the previous differential of $1.50 between standard and pure putty, and the revised quotations are contained in the list given below. The increased strength on the linseed oil markets, combined with the higher prices on flax seed, are primary factors in contributing to prevailing quotations on putty, and the new local list is as follows:

| PUTTY— | Per 100 lbs. |
|---|---|
| Standard in 100 lb. drums | 6 05 |
| Do., in 25-lb. irons | 6 45 |
| Do., bladders in bbls | 7 30 |
| Do., less quantities | 7 55 |
| Do., bulk barrels | 5 05 |
| Pure, in 100 lb. drums | 7 55 |
| Do., in 25 lb. irons | 7 80 |
| Do., bladders in bbls. | 8 80 |

### PRICES ON TURPENTINE AGAIN ADVANCE

Toronto.

Quotations on turpentine have registered another advance of 5 cents per gallon, making a total increase of ten cents during the past few days. This rise in values brings the current price to $1.10 per gallon on 1 barrel lots.

Southern primary markets have steadily gained strength during the past two weeks, but this movement has now apparently reached the extent of the present advance, as it is noted that the high market brought about a marked depression in the volume of sales. This fact, coupled with an increase in current receipts being placed on the markets, owing to the higher prices which turpentine was obtaining, would indicate the possibility of reaction taking place in the near future.

Meanwhile, local prices have been advanced as direct reflection of the primary market activity, and it is further inferred that while the local demand is far from heavy, there is no surplus of stock on hand. Following are the new price levels.

| TURPENTINE. | |
|---|---|
| 1 barrel lots, per Imp. gal. | 1 10 |
| 2 to 4 barrel lots, per Imp. gal. | 1 09 |
| 5 gallon lots, per Imp. gal. | 1 25 |

### FIRM UNDERTONE IN LINSEED OIL MARKETS

Toronto.

While prices on linseed oil are maintained at the levels given last week, namely 92 cents for raw, and 95 cents per gallon for boiled in one and 2 barrel lots, yet a much firmer tone has developed in these markets. Reports from the southern markets indicate that linseed oil crushers are asking higher prices, but the lack of active demand and the proportion of oil consumption is still disappointing. Flax seed prices

(Continued on Page 62)

**Effecto AUTO FINISHES**

***"Every show window reflects the good judgment of the motorist who paints his car with Effecto."***

THOUSANDS of motorists — through reading those Effecto advertisements in big national publications — American, Cosmopolitan, Christian Herald and Farm Journal — will start thinking about the appearance of *their* cars. In other words, they will be *prospective buyers* of Effecto.

So, likewise, many a show window reflects the good judgment of the dealer who is ready to *sell* Effecto! For, once a car owner decides to use Effecto, he goes and gets a can, no matter what the season. Give your paint department a chance to make a good fall showing — tell us to tell you about that snappy introductory proposition.

"Save the surface and you save all" Pratt & Lambert

PRATT & LAMBERT-INC.
VARNISH MAKERS 72 YEARS
24 Courtwright Street, Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

# PRATT & LAMBERT VARNISH PRODUCTS

*If interested tear out this page and place with letters to be answered.*

(Continued from Page 60)

have also recently shown a stronger tendency, but notwithstanding these contributory cost elements, paint manufacturers have again reduced their prices to the trade on ready-mixed grades and various other sundry lines. Following are the prevailing quotations on linseed oil.

LINSEED OIL—

| | Raw. | Boiled. |
|---|---|---|
| 1 to 2 barrel lots, per gal. ..... | 0 92 | 0 95 |
| 3 to 5 barrel lots,. per gal. .... | 0 91 | 0 94 |
| 6 to 9 barrel lots, per gal. .... | 0 89 | 0 92 |

Less barrels, add 15 cents per gallon.

### KALSOMINE PRICES REVISED

**Toronto.**

New lower prices are given on Hygienic Kalsomine this week, and follow- are the revised quotations:

| Hygienic Kalsomine. | per 100 lbs. |
|---|---|
| White | Tints |
| 300 lb. barrels, ..... | $8.00—$9.00 |
| 100 lb. kegs, ..... | 9.00—10.00 |
| Cases, of 25 pkts, ..... | 10.50—12.00 |

### REDUCE PRICE ON VARNISH REMOVER

**Toronto.**

The Adams & Elting Co., announce a reduction in the price on Ad-el-ite paint and varnish remover. The new quotation is $3.00 per 1 gallon can.

### AD-LE-ITE PRODUCTS ARE REDUCED IN PRICE

**Toronto.**

Reduced prices are given this week on various other Ad-el-ite products, according to a current announcement made by the Adams & Elting Co. These affect wax, paints and cement and brick coating. The revised prices are as follows:

| | 4-lb. | 1-lb. |
|---|---|---|
| WAX— | | |
| Ad-el-ite paste wax ..... | $0 35 | $0 40 |
| PAINT— | | Per Gal. |
| Naples velvet finish white ..... | | $3 85 |
| CEMENT and BRICK COATING— | | Per gal. |
| Ad-el-ite, white ..... | | $4 25 |
| Ad-el-ite, tints ..... | | 4 00 |

# MONTREAL

MONTREAL, September 15.—A revision in prices on certain paint lines has been made this week, and which undoubtedly will have a strong tendency to increase the sales of these lines. All grades of ready mixed paints, porch floor paints, marine paints (except dory paints) and other oil liquid paints (except barn paints) are reduced 50 cents per gallon. Inside floor paints and floor enamel show a decline of 40 cents per gallon. Flat wall paints are reduced 40 cents per gallon. Barn, roof and bridge and dory paints are reduced 20 cents per gallon. Aluminum paint shows a decline of $2.00 per gallon. A number of sundry lines have also been revised downwards.

These prices are stated to be for immediate and forward shipments, and spring orders will take April 1st dating when shipped after November 1st.

The manufacturers state these reductions are made not because they are altogether warranted by reductions in ability consumer business, but because increased business is hoped will take care of the present high overhead charges, which it is found to be almost impossible to reduce. Even as we go to press the linseed oil market has developed in firmness which will possibly have a tendency to bear upon future prices of paints.

### PUTTY AND WHITE LEAD PRICES REVISED

**Montreal.**

A revision in prices on putty is announced this week, with a reduction in price on 5-ton lots and increases in smaller lots. Prices are as follows:

25 pound iron standard putty in 5-ton lots, $5.25, 25 pound iron standard putty in 1-ton lots, $5.75; 25 pound iron standard putty in less than ton, $6.00.

Pure linseed oil putty is $1.50 advance over these prices.

#### Changed Quotations on Lead

Prices on white lead are also revised and quotations are as follows, f.o.b. Montreal:

| | |
|---|---|
| 5 ton lots ..... | $12.00 |
| 1 ton lots ..... | 12.75 |
| Less than ton lots ..... | 13.10 |

These prices cover bookings to November 30th and with the strength shown in the linseed oil market the makers claim it is doubtful if there will be any recession from these prices, but rather the tendency of the market is to become firmer.

### TURPENTINE SHOWS A STRONG TENDENCY

**Montreal.**

There is no change in the price on turpentine, which product continues to sell in one barrel lots at 95 cents per gallon. There is a strong tone to the market with the domestic demand continuing to show an improvement. Prices are as follows: 1 bbl. lots, per imperial gallon, 95 cents; 2 to 4 bbl. lots, 93 cents broken lots $1.05.

### LINSEED OIL MARKET SHOWING STRENGTH

**Montreal.**

The Linseed Oil market continues to hold close attention and is very firm. The flax market continues to advance rapidly and has for the last two or three days.

This is partly accounted for by the fact that droughts are reported in the Argentine as well as a reported shortage in the United States. This, together with the fall buying movement, has strengthened the linseed oil market and the indications are at present that it will continue to firm to a higher level. Local prices are 98 cents per gallon for raw and $1.00 per gallon for boiled oil.

## WINNIPEG MARKETS

(Continued from Page 54)

### SLIGHT PRICE LOWERING ON CLARKE'S EXPANSIVE BITS

**Winnipeg.**

Prices have been reduced a fraction large, $33.85.

Extra cutters for same—No. 1, $6.90; No. 2, $4.85; No. 3, $6.85; No. 4, $7.80; No. 5, $9.75.

### INCREASE DISCOUNTS ON FILES

**Winnipeg.**

Great Western and Nicolson's Files are lower in price this week, and are quoted at the following discounts:

Great Western 57½ % off.
Nicolson's 35 % off.

### PRICES NOW LOWER ON WIRE ROPE THIMBLES

**Winnipeg.**

A small reduction has been made in prices on Wire Rope Thimbles, and the following are the new quotations:

WIRE ROPE THIMBLES—¼-inch. 5c; 5-16ths, 6c; ⅜, 7c; 7-16ths, 8s; *, 9c; 9-16ths, 14c; ⅝, 15c; ¾, 18c; ⅞, 21c; 1, 27c; 1¼, 50c 1½, 89c.

### REVISE PRICES ON GENUINE CRESCENT WRENCHES

**Winnipeg.**

The prices recently given on genuine Crescent Wrenches were announced through an error. Following are the up-to-date quotations:

GENUINE CRESCENT WRENHCES—4-inch. $10.25 doz.; 6-in., $10.25 doz.; 8-in., $12.60 doz.; 10-in., $15.75 doz.; 12-in., $24 doz.; 15 in., $36 doz.; 18-in., $52 doz.

### REDUCTION IN PRICE ON COMMON AUGER BITS

**Winnipeg.**

A reduction of over 10 % has been made on the price of common Auger Bits. The revised discount is 30 % off list.

### SUBSTANTIAL REDUCTION IN WHITE LEAD PRICES

**Winnipeg.**

Fairly substantial reductions are now shown in prices on Decorators White Lead. The revised quotations are shown on the current market pages.

### LINSEED OIL PRICE REMAINS UNCHANGED

**Winnipeg.**

The latest price recently shown of $1.20 per ballon for raw Linseed Oil, and $1.23 for boiled in barrel lots, is still the prevailing quotation. There has been no change announced on this price.

### TURPENTINE QUOTATIONS HOLD

**Winnipeg.**

Quotations on turpentine have been held unchanged for several weeks, and the current market reports again show no revision in price. Turpentine is still selling at $1.20 per gallon in 1 barrel lots.

### HARNESS RINGS NOW COST LESS

**Winnipeg.**

A reduction has been announced in local prices on harness rings. Following are the latest quotations.

HARNESS RINGS—

| | Japanned. | Tinned. |
|---|---|---|
| ½ inch ..... | 1 00 | 1 15 |
| ⅝ inch ..... | 1 05 | 1 20 |
| ¾ inch ..... | 1 10 | 1 35 |
| ⅞ inch ..... | 1 30 | 1 35 |
| 1 inch ..... | 1 65 | 2 00 |
| 1¼ inch ..... | 2 25 | 2 50 |
| 1½ inch ..... | 3 15 | 3 85 |
| 1¾ inch ..... | 3 35 | 4 25 |
| 2 inch ..... | 3 60 | 5 10 |

# Everywhere

Take a glance out of your window—right now! Can you look anywhere without seeing something that needs painting and eventually will be painted?

The job is there and the sale is there, and there's an O.P.W. product for the purpose.

Sit right down now and have a look at the situation! Have you the goods? In paints and varnishes do you keep a full line of O.P.W. products? If the man opposite walks in on you right now, are you quite sure you can give him exactly what he wants—the particular O.P.W. product for this particular purpose?

Write us for prices and full particulars.

## Ottawa Paint Works
**Limited**

## Ottawa, Canada

**Branches: Montreal and Toronto**

# All Roads Lead To TORONTO

THE NATURAL location of the City of Toronto is such as to encourage the establishment of various industries, and this natural advantage linked up with the progressiveness of civic authorities in attracting industrial investment has resulted in rapid growth of the city in recent years. Despite the conditions which have prevailed in the business world during the past year, these plans have been pushed forward and today, as the world's business system stands more or less recognized for a period of increasing industrial activity, Toronto is provided with the facilities which will enable the giving of best service throughout the various branches of trade.

Toronto's location is such that her manufacturers are enabled to take full advantage of the province's resources in their natural state. This and other facilities enable Toronto manufacturers to operate their plants at the lowest possible cost. Toronto affords a ready market for the absorption of waste and by-products of manufacture. While this phase of the material market may be considered of very little importance yet in the case of many factories the ready absorption of waste lowers costs by effecting an economy in operation. Ontario is particularly fortunate in the variety and quantity of natural raw materials contained within its boundaries. It is a veritable storehouse of treasure for the manufacturer and those located in Toronto where these resources are easily accessible, are therefore particularly fortunate.

### ENLARGING THE INDUSTRIAL AREA

Much property for industrial extensions has been reclaimed in Toronto in recent years under the plan by which the waterfront is being extended and improved shipping facilities provided. The Toronto Harbor Terminal Districts have been developed especially for manufacturers, planned and constructed so as to provide the last word in industrial convenience, served by freight and passenger deep-water docks, by roadways, railways, sewers, water mains, electric power transmission line and designed by the best engineering skill for the purpose of providing manufacturers with the highest form of service. The Eastern Harbor Terminals—the district reserved for heavy manufacturers—is but one and a half miles from the centre of the business section of the city. In other parts of the city as well, industrial locations are well served with facilities for aiding manufacture and speeding shipment.

An indication of what the waterfront developments in Toronto's new industrial area will mean, in combination with the planned deepening of the St. Lawrence river, is seen in the recent arrival in Toronto of the Turret Cape, an ocean vessel, which came from the Nova Scotia coal fields with 2,200 tons of coal. On the return trip the vessel carried 7,200 bushels of wheat from Port Colborne to Montreal. These trips will be continued during the open season for navigation.

### DOCKS FOR OCEAN GOING VESSELS

This year has seen the continuation of the harbor head wall which is one of the most important developments in connection with Toronto's big harbor improvement scheme. At present there is a total of 1,500 feet of concrete pier, all of which present a navigable depth of 24 feet which is equivalent to the depth of the Welland Canal. The construction, as in the case of the latter canal, provides for an ultimate depth of 30 feet by dredging when vessels of deeper draft make it necessary for such a depth of water. In all the plans for development to the harbor, the Commission has made provision for

## Toronto's Skyline From The Harbor Front

# Reclaiming Industrial Sites In Toronto

taking care of the ocean carriers which will probably be operating in the near future through the projected St. Lawrence Deep Waterway to the Great Lakes ports.

Toronto is fortunate in the respect that the Toronto Harbor Commission owns and controls over 99% of the total inner and outer waterfronts in contrast with other Canadian and U.S. cities on the Great Lakes, the majority of which neither own nor control any of their water front.

Toronto's is a publicly owned water front, and the completed development of this harbor will provide accomodation for more than 100 ocean going vessels of 5,000 tons and upwards, with equipment necessary to unload their cargoes in 24 hours. The Commission in reclaiming 1,200 acres for industrial purposes are creating 2 industrial districts on areas which in 1914 were covered with water varying in depth from 6 to 16 feet.

Already 500 acres of land have been reclaimed and 27 industries established and in operation. Buildings and plants in this district are valued at approximately $10,000,000.

Upwards of 12 miles of main leads and sidings have been constructed, connecting the various industries with the three transcontinental lines operating in Toronto. Arrangements will be made to provide free switching of all railway lines.

## NEW UNION DEPOT

Toronto's new Union Depot is now being completed and will aid largely in the general transportation scheme of the Commission.

One of the greatest essentials in securing contented labor is the ability to provide not only competent education but amusements and recreation of all kinds. It is a recognized fact that Toronto is the educational centre of the Dominion. The Technical schools, high schools, university, etc. provide education for all classes, rich and poor alike. In addition to the amusements already provided in the city, 900 acres of land are being reclaimed along the water front for park and recreation purposes. In this latter connection Toronto is the first city on the American Continent that has ever combined in its plans of harbor development park and recreation features.

Industrial development cannot take place without adequate financial backing and in this respect it is interesting to note that Toronto is the financial centre not only of Ontario, but of English-speaking Canada. Out of a total of eighteen chartered banks in the Dominion, Toronto has the distinction of having eight of their head offices located within its boundaries.

## TORONTO AS A DISTRIBUTING CENTRE

An indication of the importance of Toronto as a distributing point is shown by the fact that in the fiscal year 1920 the value of goods entered at Toronto port amounted to $418 per capita.

In the Canadian home market the manufacturer may appeal to more than ten million customers, of whom three million are located in Ontario with Toronto as their buying centre. The most fertile lands of the province are adjacent to this city and the purchasing power of this wealthy rural population is a distinct asset to the city's industries.

# Harbor Scene In Toronto Showing Vessels In Dock

A most necessary support for industrial extension is the provision of adequate educational and amusement features within easy access of the city's population. In this sphere Toronto is by no means lacking, in fact the superior intelligence of Toronto's laboring class has often been remarked upon by visiting manufacturers, and this is due to the fact that Ontario Public School educational requirements are of a high order, besides which nearly the whole of the population is Anglo-Saxon. No city in the world affords so comprehensive an opportunity to children for free practical education as does Toronto. One hundred and four public schools, twenty-nine separate schools, eleven collegiates, including the Commercial and Technical High Schools, places Toronto in the forefront in matters educational. The Central Technical School is more complete than even the most varied of the world-renowned trade schools of Germany.

In addition to the day pupils thousands of students attend the free night classes and their success in chosen vocations attests the good judgment and far-seeing wisdom of Toronto's expenditure of $2,323,000 for Technical School property and equipment. The latter includes shops for printing, woodworking, machine lathe work, forge and foundry work, electrical engineering, steam and gas engineering, plumbing, kilns for pottery, brick and tile; drafting rooms for architecture, machine drawing and design; laboratories for chemical analysis, industrial chemistry, electroplating, photography, mineralogy and geology; art rooms for elementary and advanced drawing and design, modelling, illustrating; kitchens and model rooms for cooking and housekeeping, etc.

In addition there are two Universities in Toronto, the Provincial University and McMaster University. The University of Toronto is the largest in the British Empire, having an attendance of more than five thousand five hundred students.

A satisfactory supply of skilled labor is one of the most important factors to consider when choosing a factory home. It is quite possible to locate an industry hundreds of miles away from the source of raw materials and operate it successfully, but to isolate a factory away from the source of labor supply might mean ultimate failure because in the majority of cases people prefer to be employed within easy distance of their homes and the educational, social and recreational advantages which are so necessary to a community.

Some years ago a Toronto firm were induced to transfer their plant to a town about twenty miles from Toronto. A great number of their employees went with them but finding that rural conditions did not compensate for the educational and social advantages that they had given up in leaving Toronto they returned to the city making it necessary for their employers to replace them, in the majority of cases at a much higher wage. This particular firm after nearly twenty year's absence from the city, has recently purchased a building in Toronto to which they have transferred their business.

High cost of labor turnover is something which manufacturers wish to avoid. An educational cost ranging from $15 to $100 or more per new employee has been determined by investigations and the elimination of excessive changes of employees has been brought about by improving their environment. Thus the importance of having satisfactory

all such facilities. For a city of its size it is unequalled for its amusement parks, theatres, etc., and plenty of clean, outdoor sport is encouraged at all times of the year.

### THE CANADIAN NATIONAL EXHIBITION

One of the outstanding factors in connection with the development of Toronto's industries has been the annual sessions of the Canadian National Exhibition, looked upon as the world's largest annual Fair. Each year this exhibition of Canadian products, showing in many instances various stages in the process of manufacture, helps to educate Canadians and visitors from abroad to a knowledge of what Canada's industries are capable of doing. With an attendance of approximately one million persons each year, the value of such exhibits is at once apparent.

The attendance at the Canadian National Exhibition this year exceeded all previous records both in standpoint of numbers and interest in the exhibits. The slogan of the Fair this year was "National Progress" and every effort was concentrated upon showing the development of Canada's resources and the possibilities involved in the production and marketing of its various products. The exhibits were of a highly educational character and were instructive to both consumer and retailer. Representatives of hardware and other branches of trade reported a keen interest in the various lines shown at the Fair and interpret this interest as something which will have a tangible effect upon the future trend of business.

Retail merchants are also greatly interested in the wealth of information which is available in the form of exhibits, litchants at the Exhibition, that a special day was set aside for these merchants at this year's session. On this day the exhibitors gave special attention to the merchants who represent them throughout the country and who play such a large part in the successful distribution of the various products. Retailers have long since become aware of the distinct value to them of learning all possible about the goods they handle, and the Exhibition therefore proves a big help annually to this class of trade.

### RETAIL MERCHANTS AT THE EXHIBITION

Hundreds of hardware merchants from various parts of Canada visit the Fair each year, looking upon such a visit as a holiday and also affording a means of enlarging their knowledge, gaining a closer and more intimate understanding of the goods they are selling. They return to their stores freshened with new ideas and determined to put them into practice.

Manufacturers and producers generally regard this exhibition as the gateway to the Canadian market, through which, as through no other medium, they can be brought in touch with the distributor and ultimate consumer.It is a specialized market where the whole nation concentrates itself. Brought together here is the whole range of Canadian production, and it is the one big opportunity during the year for direct contact between buyer and seller. It depicts and demonstrates Canadian activities artistic, technical, cultural, agricultural, industrial, and commercial and registers the enterprise, the energy and the development of the country. It is an arena for the display of the industrial strength of Canada and the testing ground for much that the coutry has to offer.

## Scene At The Canadian National Exhibition

*The Manufacturers' Building, viewed from the fountain. showing large crowds on the Plaza.*

TORONTO—*the buying centre of Canada*

# Nine Attractive Patterns

## Proven Popular Sellers

In keeping with the quality of our "1881" line of flatware we have maintained the attractiveness of the Patterns. Every Hardware man can make a selection from the array of popular patterns which will appeal to his trade. Plain and fancy patterns all in good taste, in a wide variety of designs afford you ample range to choose from.

Order "1881" for Fall and Christmas trade. You will be delighted with the substantial profits and the quick turnover.

## Canadian Wm. A. Rogers, Limited

**570 King Street West, TORONTO**

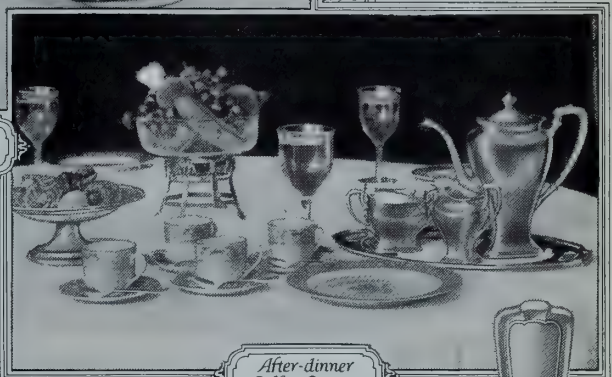
**Downtown Showroom, Kent Building—Yonge and Richmond**

# 1847 ROGERS BROS.

## SILVERWARE

Main Dinner Course

Salad Course



After-dinner Coffee Course

SILVERPLATE that is known everywhere, that is guaranteed without qualification, that has been in favor for more than seventy years—this is "1847 Rogers Bros."

Where else can you find such a combination of evidence as to quality? And quality, in terms of economy, will be the basis on which most silverplate will be purchased for many months to come.

It is our purpose to continue the widespread advertising of "1847 Rogers Bros." and to give full measure of co-operation with all who sell it.

*The popular Cromwell pattern is here illustrated. If your line is broken, notify us at once. A good display of Cromwell Serving Pieces should make many extra sales.*

MERIDEN BRITANNIA COMPANY, Limited — Hamilton, Ontario

# *Quality*

## *—the heritage of the years*

ALL of us turn for counsel to the friend who has weathered the years. Our savings we intrust to the established bank. All the world pays tribute to those things which time has tried and found true.

It is easy to forget this when you are selling silverplate. Yet, it is profitable to remember that the "tested-by-time" argument is a powerful aid to the selling of

# 1847 ROGERS BROS.

SILVERWARE

*The Family Plate for Seventy Years*

Of this silverplate, it can be said, without fear of contradiction, that it has stood the test of time longer than any other brand of silverplate.

More people have bought it, used it, given it as gifts—and purchased it for themselves. Exceptional quality it must have had, and proved to all who bought it. Today, it has that which time alone can contribute.

*When customers ask for it by FULL name, they know exactly what they want. Can you give it to them?*

MERIDEN BRITANNIA COMPANY, Ltd.
Hamilton, Ontario.

*Louvain Pattern*

TORONTO—*the buying centre of Canada*

# Our Popular Medium
## Price Flatware
### Sells at Sight

There is no doubt about our "1881" line meeting the popular fancy of the people who want good silverware at a remarkable price. For years this line has been a standard staple seller all through Canada.

It is a line that you can depend upon to give every satisfaction to your Customers and a good margin of profit to yourself. Our representatives have a special proposition to make to you—it's a sales maker and a profit getter.

## Canadian Wm. A. Rogers, Limited

**570 King Street West, TORONTO**

**Downtown Showroom, Kent Building—Yonge and Richmond**

TORONTO — the buying centre of Canada

# GLIDDEN

PAINTS — VARNISHES — COLORS — INSECTICIDES

## Everywhere on Everything

### —big jobs and little ones too

Wherever there is need for paint, wherever there are surfaces to be varnished, wherever there are materials to be protected or articles to be decorated, there is a Glidden product that will supply that need.

The name Glidden is assurance of the highest type of paint quality. It is assurance of continuous demand and frequent turnover. It is a guarantee of prompt delivery, satisfactory service and a steady stream of profit. This name can be made a very real asset to you. To be known as the Glidden Dealer gives you reputation of increasing value each year.

Write to-day for the Glidden proposition. Now is the time to stock up for the Fall rush.

"Save the surface and you save all" *Paint & Varnish*

TORONTO — *the buying centre of Canada*

# GLIDDEN

PAINTS ~ VARNISHES ~ COLORS ~ INSECTICIDES

THE GLIDDEN COMPANY, Limited
TORONTO, ONTARIO
*Branches: Montreal and Winnipeg.*

# Concerning Trade-marks

A trade-mark on an article is the manufacturer's bond that he is willing to stand behind his product.

Trade-marks are of vital importance to the dealer. They safeguard him against dissatisfied customers. They are the symbol of uniformity and quality.

In handling C.G.E. goods the one predominating feature which stands out above all others is consistency. People now-a-days are impatient of men or commodities that work well to-day, and not quite so well to-morrow.

It is an ever-increasing source of satisfaction to the dealer, no matter whether it be Electric Labor-Saving Devices, Automobile Accessories, Electric Lamps, Electric Cooking or Wiring Devices, to know that in selling his customers C.G.E. Products, he is building up a good-will that eventually will be one of his greatest assets.

**Dealers everywhere sell C.G.E. Products.**

## Canadian General Electric Co., Limited

**HEAD OFFICE TORONTO**

**Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.**

TORONTO—*the buying centre of Canada*

# You Can Make 40% Profit

THE secret of successful merchandising is quick turn-over. To keep our factory working up to top notch, and to boost "Made in Canada" electrical goods, we are inaugurating a merchandising campaign, featuring our celebrated Sovereign Electric Iron. It's going to be a winner. Thousands of women will be attracted to the electrical stores, who are displaying the

# Sovereign Electric Iron

in their windows.

The margin of profit on the Sovereign Iron is particularly generous. The new list price of $6.00, and the special discounts, enable you to make 40 per cent. profit on this appliance.

Specially prepared advertising matter, suitable for your use, with your name and address printed, free of charge, is available. Sales letters printed on attractive dealer letterheads, ready-prepared newspaper advertisements, window cards, folders, etc., are yours for the asking.

***Boost "Made in Canada" electrical goods***

## Canadian General Electric Co., Limited

**HEAD OFFICE TORONTO**

**Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.**

TORONTO — *the buying centre of Canada*

# GOLIATH SPARK PLUGS

Over the hills on high, moving smoothly through the sandy stretches, or doing the snail's pace in the traffic jam — Goliath Spark Plugs carry you through, turning gas vapour into a living moving power.

The Goliath is a massive, strongly built plug. It is a fit match for hard usage and strenuous service in automobile or truck.

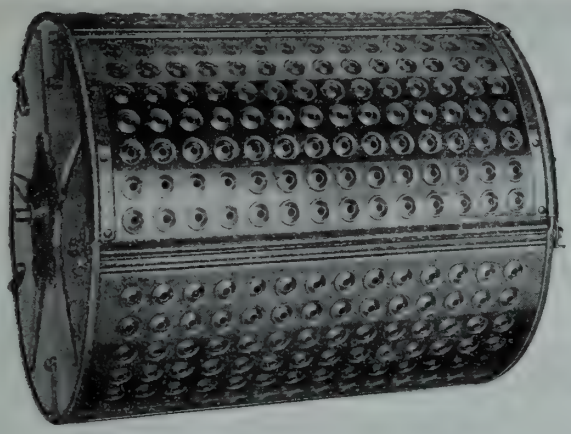
*You can sell Goliath Spark Plugs to your most fastidious customers, and rest assured that, at all times they will do you credit.*

## Canadian General Electric Co., Limited

**HEAD OFFICE TORONTO**

**Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.**

TORONTO—the buying centre of Canada



THOR No. 32
"All-Metal" Washer
equipped with new
Luminoid Cylinder

New THOR "75" Ironer

# This crowning feature of THOR supremacy is Swelling THOR Dealer Sales!

This advertisement is nothing less than an announcement of newer, larger PROFIT possibilities for Thor Dealers.

The new Thor Luminoid Cylinder has now made the famous Thor "32" Washer an "all-metal" machine — which means increased user satisfaction—and reduced dealer service cost. The peculiar SMOOTH countersunk-and-beaded construction of the Thor Cylinder leaves absolutely nothing to cause wear on the clothes while operating or handling.

May we call your particular attention to the New Thor 75 Ironer—with the famous OPEN END ROLL, which permits the ironing of collars, cuffs, shirt bands, ruffles and flounces with ease. This feature alone permits you to meet and PASS ironer competition from any source. It is the mark of good merchandising at this time to keep continually before you the fact that EVERY present or prospective owner of a power washer is a logical prospect for a new Thor 75 "Open-End-Roll" Ironer.

Aggressive Canadian dealers are urged to wire or write at once for sales literature on both the Thor Washer and Ironer—together with an explanation of the Thor Sales Plan, discounts and details.

## HURLEY MACHINE CO.

**Limited**

**419 Ryrie Building TORONTO**

**CHICAGO NEW YORK**

***If THOR co-operation was able to maintain and Profitably Increase Dealers' turnover during the last 10 months***

***What won't it do for Dealers Now?***

TORONTO—the buying centre of Canada

# PLAIN FACTS

Do your salesmen in their selling talk have sales advantages over your competitors' salesmen?

Do you sell the same line of enamelware as the store around the corner? Do you have to cut your price to obtain a sales advantage?

Good merchandising does not mean cutting prices and thereby your profits. It is good merchandising to sell a different line which automatically gives your sales people the advantage in being able to offer good selling points and values entirely different from your competitor.

Attractiveness has everything to do with enamelware sales. A light colored, clean, glossy gray ware sells much faster than the darker kinds. On display tables it attracts the eye first. In the kitchen it looks a great deal better, and in actual test sales housewives buy it first.

Buyers familiar with Old English Gray Ware will tell you it is the most attractively colored, cleanest, possesses and retains the highest gloss, and is the most uniformly mottled of any gray ware.

We are in business to help you increase your enamelware sales and profits—our gain logically follows from your increased business.

We offer you a complete service—we will give you the advantage of special deals and items from time to time.

Will you take advantage of our services? Write us now.

## The Republic Stamping & Enameling Co. of Canada Ltd.

**2382 Dundas St., West, Toronto.**

***We Invite You To Visit and Inspect Our Plant***

**Sell Old English**

**A Home Product**

**MONTREAL**
**E. S. Field,**
**2434 Hutchinson Street**

**WINNIPEG**
**V. E. Hunt**
**114 Pantages Bldg.**

**VANCOUVER**
**F. C. Myers**
**198 Hastings Street**

# East West

# Everywhere---All the time

# LIVINGSTON SERVICE

The "Livingston" business was founded on service, has grown and prospered on service, and we intend that its future shall be based on service that merits your continued patronage and good-will.

We have recently extended and improved Livingston service so that your wants may be attended equally well from Vancouver to Prince Edward Island. The extended service is new, but Livingston Brand is older than Confederation.

---

**"The Kind Your Grandfather Used"**

---

THE

## DOMINION LINSEED OIL CO.

LIMITED

**Mills and Refineries**

**Baden, Ont. Montreal, Que. Winnipeg, Man.**

**Sales Offices:**

**SHATFORDS LIMITED**
**Halifax, N. S.**

**R. C. JAMIESON & CO., LTD.**
**Vancouver, B. C.**

**C. PATON**
**Charlottetown, P.E.I.**

**Central Sales Office:**

1009 Royal Bank Bldg., Toronto, Ont.

TORONTO—the buying centre of Canada

# The Boiler That Became Instantly Famous

## And Took Canadian National Exhibition Visitors By Storm

One of the many new models in "Ideal" Aluminum kitchen utensils, designed, perfected and produced after concentrated attention and years of studious experiments involving much expense.

Ebonized knob on lid firmly rivetted.

Lid made to fit both vessels, the boiler thus being adaptable for numerous other purposes.

Extra heavy beaded edges and neatly finished rims on both vessels.

Convex style of container holds larger supply of water, and will not boil dry under ordinary circumstances for over three hours.

Large base area fully covers gas jets or heating burners of any style, thus ensuring full heating economy by utilizing every single heat unit.

**At last, we now present, the "Ideal" milk and rice boiler that will not burn, boil dry or taint foods.**

THE COOK'S DELIGHT

**DOUBLE BOILER No. 642.**
**CAPACITY—3 QT.**

Handles nestle closely together, making it possible to lift both vessels at one time, if desired.

Handles made from heavy cold rolled steel which do not heat readily, thus developing accessibility and confidence.

Extra heavy gauge metal, 99% pure aluminum; ensuring durability and strength.

Raised bottom further makes for speedy and economic use, as this conserves, accentuates and retains the heat.

An advanced design in these unique aluminum products, which has, by practical cooking tests, been proven to retain water for fully three hours when subjected to continuous heat; thus superseding all other previous styles of boilers for advanced up-to-date features.

Distinctive: Attractive: Unique: Practical: Useful:

**MANUFACTURED FOR UNIVERSAL DISTRIBUTION EXCLUSIVELY BY:**

"IDEAL" ALUMINUM PRODUCTS LIMITED

**HEAD OFFICE and FACTORIES**

2466-2480 Dundas Street, W., Toronto, Ont.

**Branches:**

**LONDON, ENG.** **MONTREAL, QUE.**
**WINNIPEG, MAN.** **VANCOUVER, B.C.**

*Order Your Supply Now.*

TORONTO—*the buying centre of Canada*

*"Every Application Spreads 'Muresco' Reputation"*

# The Best Wall Finish

Muresco has established, and maintains, an enviable record for quality. It will not peel, crack or rub off; it is very economical in use, artistic in appearance, durable and sanitary.

Muresco sales have grown astonishingly. Merchants find it a wonderful seller—consumers who once use it, purchase it again and again.

If your business is not yet enjoying the benefits of Muresco sales—investigate. Muresco is made in white—16 tints—and 16 colors.

Write to-day for color cards and prices.

# Muresco

THE MOORE LINE CONSISTS OF:

MURESCO:—The best wall finish.
HOUSE COLORS:—A pure linseed oil paint.
FLOOR PAINT:—Dries hard over night.
TILE-LIKE:—Varnish and stain combined.
MOORAMEL:—Perfect flowing enamel.
SANI-FLAT:—A non-poisonous flat oil paint.

## Benjamin Moore & Co.
LIMITED

**Paints, Varnishes and Muresco**

TORONTO—*the buying centre of Canada*

# O. P. and V. Co.

## Quality Line

PURE PAINTS

J. D. Robinson, Managing Director

FINE VARNISHES

## We Also Manufacture and Guarantee:

O. P. and V. Co. Floor Paints.
O. P. and V. Co., Flat Wall Paints.
O. P. and V. Co. Creosote Shingle Stains.
O. P. and V. Co. Roof, Bridge and Barn Paint.
O. P. and V. Co. Pure Oil Color.
O. P. and V. Co. Japan Color.
Aquatite Marine Paints and Varnishes.
Aquatic Canoe Enamels.
Aquatite Roof Cement.
O. P. and V. Co. Paste Wood Filler.
O. P. and V. Co. Crack and Seam Filler.
O. P. and V. Co. Dustless Floor Oil.
O. P. and V. Co. Auto and Furniture Polish.
O. P. and V. Co. Floor Wax.
O. P. and V. Co. Pure White Shellac.
O. P. and V. Co. Pure Orange Shellac.
O. P. and V. Co. Pole Star White.

# Ontario Paint and Varnish Co., Limited

Toronto and Ottawa

Canada

# TORONTO—*the buying centre of Canada*

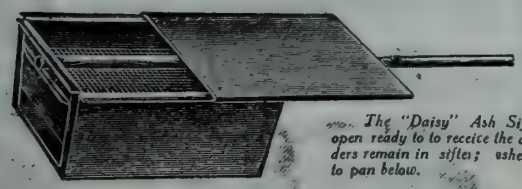
# SOREN'S HOUSEHOLD UTENSILS

## Factory built from the ground up and equipped to manufacture tin, galvanized and japanned household lines

Directly in front of you as you step from the Dupont car at Van Horne St., which is the end of this line, is the new Soren plant recently completed for the manufacture of all kinds of tin and galvanized and japanned domestic and kitchen utensils.

The plant consisting of factories and general offices has 60,000 square feet of floor space especially arranged and equipped to manufacture these goods. The equipment is so arranged that there is no lost motion in handling from the time the raw material is switched into the yard until it leaves as finished products. The interswitching facilities enjoyed by the Company greatly facilitate prompt shipment on all lines out of Toronto.

The Soren plant being located on the outskirts of a fine working-man's residential section is in a position to always get good labor at reasonable prices. Beside an adequate plant for immediate expansion Soren's own sufficient land here to allow for future expansion.



*The "Daisy" Ash Sifter shown open ready to to receive the ashes. Cinders remain in sifter; ashes drop in to pan below.*

Hot galvanizing the finished article is today recognized as the most modern. The Soren people have installed their own hot galvanizing plant which enables them to do their own galvanizing after the article is made. This ensures better wear by preventing moisture getting into seams and joints and eliminates cracking at seams and tops.

Among the most important of the Soren lines are the following galvanized, tin and japanned products: pails, tubs, boilers, teakettles, watering cans, oil cans, refrigerators, ash sifters, garbage cans, and scores of other useful domestic lines.

*"Simplex" Nested Stove Pipe, showing the way pipe is received from factory. Simply hook edges together and lock by turning down the small tab shown at the left. Shipped 25 pipes to crate nested.*

Soren's Bros. wish to draw special and immediate attention to the popular "Daisy Ash Sifter". It is as near dustless as any ash sifter can be made, yet it is simple and inexpensive. Also the "Patent Simplex Stove Pipe", which is the easiest to put together, is nestable for shipping.

Enquiries regarding their lines or request for catalog to Soren Bros., Van Horne Street, Toronto, will receive prompt attention.

# TORONTO—*the buying centre of Canada*

## SHEET METAL PRODUCTS

CAN BE ECONOMICALLY MADE IN

**ALUMINIUM**

BY DRAWING, FORMING, PRESSING, PUNCHING, SPINNING AND STAMPING. ASK US ABOUT YOUR PRODUCTS.

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide Street West
TORONTO

Eastern Agents: SPIELMAN, AGENCIES, MONTREAL

## Service Counts!

*Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.*

"We Ship While Others Are Thinking About It"

**Wheeler & Bain**

Toronto, Canada

Hardware Dealers
Stock Your

## BANNER ASH SIFTERS NOW

It is your duty to know and recommend the best.
Better Than Ever This Year.

**Retail Price: $2.50 up**

All Wholesale Houses

THE BURROWES MFG. CO.
TORONTO

## UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

# TORONTO—*the buying centre of Canada*

## "KASEMENT" SCREEN DOORS

**are identified**
**by this trade-mark**

DOORS & HARDWARE
KASEMENT
SKRENE DORE Co.
TORONTO
PATENTED 1916-1917-1918

This trade-mark stands for the genuine "Kasement" door with the "Ledge" on the inner face, which provides an easy means of planing down to take care of any unevenness of the door or door frame.

Kasement doors are supplied with complete sets of "Kasement" Hardware—easy to put up and easy to take down.

Kasement doors have 26 genuine mortise and tenon joints and are guaranteed not to sag.

***Get our proposition for 1922 before buying your screen doors—it will pay you.***

**Kasement Skrene Dore Co., Limited**
**269 West Richmond St., Toronto**

*Babbitt*

*Metal*

*That*

*Removes*

*All Friction*

*Between*

*Journal and Shaft.*

## HOYT METALS

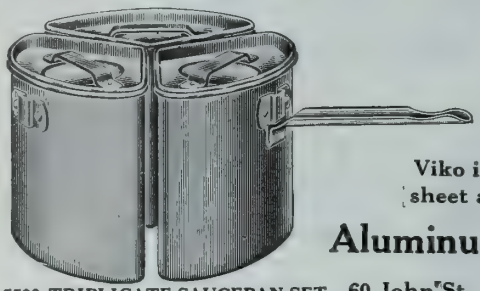
Hoyt Metals remove "friction" for the hardware dealer. Also they remove all friction between you and your customers. Selling Hoyt Metals relieves you of all the annoying and irritating "kicks" and "comebacks." When you handle Hoyt Metal the business runs smoothly with the regular hum of prosperous activity.

**Hoyt Metal Co., Toronto**

**New York, N. Y. London, Eng. St. Louis, Mo.**

# TORONTO—*the buying centre of Canada*

## Aluminum Specialties



5500-TRIPLICATE SAUCEPAN SET

# VIKO

Viko is stamped from hard, thick sheet aluminum, 99 per cent. pure

**Aluminum Specialty Company**
OF CANADA
60 John St. - - Toronto

5625-PANEL TEA KETTLE

---

**OUR COLORED GRADES**
1B, 1A, 7, 1, 5

**OUR WHITE GRADES**
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**
492 Wellington St. W., Toronto

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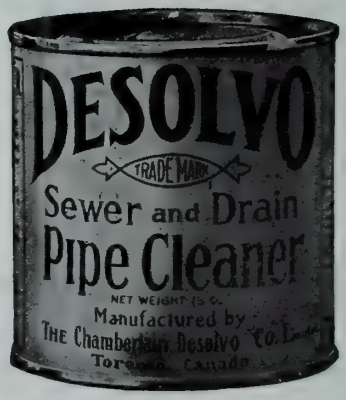


**Makes Steady, Paying Sales For Merchants**

Because Desolvo has proved itself in use, it sells well. People want this effective time-and-money-saver for clearing out clogged or frozen pipe. It has a multitude of profitable sales.

**THE CHAMBERLAIN DESOLVO COMPANY**
109 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario Representative: L. F. Mayne, 875 Trafalgar St., London, Ont.
Western Canada Representatives: N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B.C.

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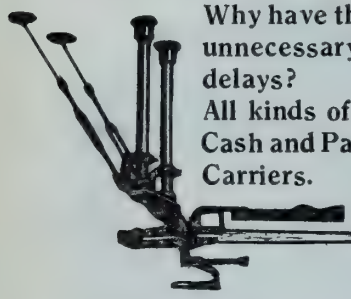
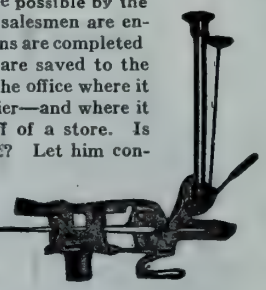


Why have those unnecessary delays? All kinds of Cash and Parcel Carriers.

Customers appreciate the feature made possible by the use of our Cash Carriers, viz.—that the salesmen are enabled to remain with them until transactions are completed Time is saved to them, time and labor are saved to the salesmen, and the money is deposited in the office where it is in the custody of one person—the cashier—and where it is not exposed to the entire selling staff of a store. Is there any profit in this for the merchant? Let him consider it.



**Gipe-Hazard Store Service Co. Ltd.**
113 Sumach St.
TORONTO, ONT.

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## THE GENDRON MANUFACTURING CO. LIMITED

Makers of

**Children's Vehicles**
**"Beaver" Coaster Wagons**

HAVE YOU OUR CATALOGUE GRADE "D"?

THE GENDRON MANUFACTURING CO. LIMITED

***The McClary Electrical Exhibit.***

From the handsome, porcelain-enameled finished, McClary Electric Ranges, two skilful ladies brought forth the most appetising cakes, biscuits, and other dainty dishes, to the delight of crowds of interested spectators.

Not only the McClary Electric Ranges, but also the ingenious McClary Hot Water Heater were drawing throngs of enthusiastic observers and future prospects for Canadian retailers. McClary Electric Hot Water Heaters are made in two sizes 110 volts and 220 volts.

The advantages of McClary Electrical Products were carefully explained to attentive groups. The special features were made still more easily understood by the "stripped-down" McClary Electric Oven. This is the famous, washable, sanitary, seamless oven, acetylene-welded and nickel finished. The elements are removable and protected. They take no longer to heat than the open element, yet they are fully protected from materials boiling over. The insulation is extra heavy. A convenient kitchen-heater can be attached for the chilly days of early spring or late fall.

***The McClary Stove Exhibit.***

In the Stove Section of the Industrial Buildin g, McClary's displayed Electric, Gas and Coal Stoves and Pipe and One Register (Pipeless) Furnaces. The interesting features attracted favorable attention and aroused considerable interest.

TORONTO—the buying centre of Canada

# Crowds at Gurney Foundry Exhibit

Signs of good business were plentiful at the Gurney Foundry Exhibit. Crowds of interested men in the stove trade noted the buying attitude of consumers and many wholesale orders were placed immediately in anticipation of the buying tendencies so plainly indicated at the Exhibition. If there was one lesson in the stove and furnace business plainly driven home to stove men, it was that stove prospects were never more plentiful than now. Not only stove prospects, but ready buyers for furnaces—pipeless or pipe—heaters, gas and coal combination ranges.

The Gurney "Scorcher" Pipeless Furnace attracted crowds of August sightseers as though the temperature was zero. "Heats like The Sun" was memorized by thousands of eager home-owners who plainly indicated an early visit to their local dealers.

GURNEY

The beautiful, glossy finish of the enamel and nickel-trimmed gas ranges, (the 4401 in blue, white, or French grey, drew audible expressions of

TORONTO—*the buying centre of Canada*

# Indicate Good Business For Dealers

delight from thousands of Canadian housewives. Interest as great was shown in the Gurney Combination 1880, and in the coal ranges, Royal Keystone, Glenwood, Chapleau, and others. The handsome tile and nickel trim of the Chapleau won admiration on every hand. The Rancher 2-hole stoves, and the Victor, 2, 3 and 4-hole gas stoves, had a loyal following of faithful friends as well.

There was ample proof that this extremely interesting and instructive exhibit had made a real impression. Large numbers of visitors, on leaving, turned and made careful mental note of the trade mark and firm name conspicuously painted on the front of the double-size booth, and on the multitude of electric globes.. The chief "moral" to be drawn by stove men who saw the Gurney exhibit is: that wholesalers are now stocking, consumers are eager to buy, and that not one single argument about price was raised at the Exhibition!

GURNEY

# The James Morrison Brass Mfg. Co. Exhibit

The crashing clang of a large brass gong put unexpected "pep" into nervous old ladies and added to the crowds of Exhibition visitors already before the James Morrison Brass Manufacturing Company's Exhibit.

Once in front of this interesting booth, the instructive displays of the Morrison Cellar Drainer, the Stack Heater, the wonderful collection of steam and other gauges, and many other items too numerous to mention, held the attention and interest of the crowd.

The Morrison Cellar Drainer was rigged up in a miniature section of cellar into which water flowed until the automatic action of the effective Morrison Drainer syphoned it out to the complete protection of the cellar.

An open door exposed the lighted burner, and the spiral, copper tubes of the familiar Stack Heater supplying a continuous stream of hot water flowing through a faucet. This was an especially interesting item and showed clearly the economy and effectiveness of this reliable hot-water heater.

A little fun was injected into this instructive exhibit by the presence of an artificial hand fastened to one of the posts of the booth. This hand was quite life-like and fastened to the upright by a swivel hinge, so that a welcome, a handshake and a miniature electric shock were always ready, night and day, for every visitor to the James Morrison Brass Manufacturing Company's Exhibit.

Thousands of visitors viewed with interest the excellent Morrison display of valves of all types including J.M.T. reducing valves and the new steel valves with Monel Metal parts for high pressure steam installations, steam traps and pressure gauges of all kinds, general boiler mountings, injectors, ejectors, inspirators, jet pumps, steam whistles and engine indicators, lubricators, pipe fittings, and tools and an assortment of plumbers' nickel-plated brass work, engineerng specialties, marine and locomotive brass work and corporation service work.

# The first time "ZEBO" has been shown at the Canadian National Exhibition

# What is "ZEBO"?

IT'S the latest addition to the family of Reckitt's household lines—a liquid stove polish with all the fine polishing qualities of its paste brother the old standby "Zebra" which the hardware trade has sold for many years.

"Zebo," besides its fine polishing qualities, has exclusive features which make it attractive to not only the user, but the dealer. One of these is the maker's guarantee that it contains no gasoline which every one knows is not conducive to safety. Everyone possessing a fireplace will welcome as an old friend this excellent liquid stove polish, for it is clean, quick in results and easily applied.

Reckitt's (Overseas) Limited exhibited in their booth in the Manufacturers' Building during the two weeks of the Exhibition not only "Zebo" but their entire line of products. Their line consists of "Reckitt's Blue" which has today a world-wide sale; "Zebra" Stove paste, which thousands of users claim has no competitor and which is known everywhere for its high quality; "Silvo" too was greeted with a smile of recognition by thousands of Canada's housewives during the two weeks of the Ex. Few women are not acquainted with "Silvo" and but few hardware dealers do not sell it; and not the least was "Brasso" in evidence, for the practical demonstrations of this polish were a feature of the Exhibit. The fine cleaning and polishing qualities of "Brasso" on brass, zinc, copper and steel surfaces were demonstrated to the thousands of eager viitors. Even those who had known and used "Brasso" for years did not realize the comprehensive uses "Brasso" could be put to. It is not hard to understand why "Brasso" has the largest sale of any metal polish in the world.

The Reckitt's quartette and their new brother, "ZEBO" came in for a goodly share of favorable attention from dealers everywhere and their customers and there is no doubt many a hardware window throughout Canada will, during the Fall season, reflect portions of the Reckitt's Exhibit.

Hardware dealers who wish to make their windows attractive will on request to Reckitt's (Overseas) Limited, Toronto, be supplied with advertising material suitable for display purposes or with electros for their newspaper advertising.

This should be a good time to feature Reckitt's products in the hardware window displays.

# The Canadian Shade Company's Exhibit

GREAT numbers of visiting hardwaremen from points throughout the Dominion were impressed with the beauty and attractive value of this display.

Hardware merchants, with all their undivided time and skill devoted to selling, can turn over a very profitable volume of these beautiful, washable, fire-proof Parmeto shades, with their hundreds of unusually handsome, hand-painted designs.

The exhibit itself was demonstration and proof of the great display possibilities of this line. Banks of natural flowers, small forests of ferns, artistic furniture, and rugs, were merely accessories that brought out the brilliancy and attention attracting features of Parmeto shades.

A special feature of the exhibit was the life-size figure of an owl half-hidden in a mass of ferns. At intervals the eyes were brilliantly lighted electrically for a brief period and then darkened. This proved a remarkably successful method of attracting the attention of such passers-by as had failed to turn their heads toward the scintillating exhibit of lighted electrical fixtures hanging thickly throughout the booth.

Artistic and picturesque wall sconces illuminated appropriate posters which told well the really unusual beauty of design, adaptability, and lasting qualities of Parmeto shades.

The fine appearance of this whole display was a practical demonstration of the color, tone effect, and beauty that makes Parmeto shades harmonize with any interior decoration. Parmeto shades are made by the Canadian Shade Co., Limited, 45 Soudan Ave., Toronto, Canada.

*If interested tear out this page and place with letters to be answered.*

# The Rubberset Exhibit

The skilful brushmaker at work in this exhibit attracted the attention, and aroused the interest, of thousands of Exhibition visitors. Not only many vsiting hardwaremen from distant points in Canada, but countless throngs of future hardware customers, stopped to watch the absorbing work of "setting up" or "cupped" brushes—the first stage in manufacture. Visitors were shown clearly just how the hairs were bunched, prepared, and set, up to the point where they are dipped in rubber, which is afterwards hardened, like flint, by vulcanizing.

Among the wall panels, that showed every Rubber set Product with no duplication, was one of exceptional interest. This showed the various stages in the making of a lather brush, from "cupped" to the completed brush. The base of one brush was split, so that it could be seen that this original, genuine Rubberset process actually grips the butt of every hair.

Another panel showed all kinds of brush handles from the Rubberset Gravenhurst Plant.

Conspicuous at the entrance of the booth was a perfectly modelled tooth-brush of heroic size. On either side it is flanked by "Old Man Rubberset," the familiar "trade-mark character" of the Rubberset Company, Limited. His white hair, and apparent age, serve to remind us that the original and genuine Rubberset method of gripping hairs in brushes began about thirty odd years ago.

A border all around the booth repeats the design of a bulldog hanging by his teeth, which are firmly embedded in the unyielding bristles of a Rubberset Brush. These, with appropriate posters, banners, and other decorations, attract attention to the wall panels where are shown:

Toilet and Lather Brushes, Soft-hair Brushes, Paper Hangers' Tools, all kinds of Kalsomine Brushes, Oval and Flat Varnish Brushes, Wall and Stucco Brushes, Glue, Sash and Stencil Brushes, beside the features previously described. Rubberbound Brushes in all the foregoing styles are also on exhibition. Such educational exhibits as this invariably result in new business for Rubberset dealers, all over Canada, when they identify themselves, through displays and advertising, with Rubberset.

*If interested tear out this page and place with letters to be answered.*

# Canadian Toyland Creators Exhibit

This attractive exhibit proved to be of great interest to Canadian hardwaremen from various parts of the country. Certainly, many of the lines exhibited in this display are exactly what the hardware merchant can, and does, sell.

Take, for instance, the Com-Bi-Car; it offers parents five toys in one, to the consequent delight of the children. Then the Slide, which can be converted into a "teeter," or "see-saw," a "roundabout" or "merry-go-round," or a coaster. It is very significant that, although this article is the highest priced in the line, more have been sold than of any other item. The line includes interesting and practical Moving Picture Machines (The Imported "Keystone"), a self-propelled Speedster Horse, a variety of "pull toys," (some of a modified mechanical nature), a Rocking Pony, and the Swan Doll-Carriage.

The Famous Tyro Building Blocks were a source of great interest to visitors. With these the scope of the child's amusement is almost unlimited and their popularity makes easy sales.

The Block Builder Toy is an ingenious contrivance that interests anyone. This toy consists of wooden blocks held together with small pegs or dowels. By changing the pegs, and reassembling the blocks, the toy is readily converted into a fire-engine, a cannon or a locomotive. Other toys that interested the many spectators at the booth were The Shimmy Dog, Cat and Alligator, whose amusing contortions delight both children and adults. These are splendid sellers.

Any of the trade who did not have an opportunity to examine these toys at the National Exhibition can obtain photographs of the complete range of toys by writing to the Canadian Toyland Creators at 45 Jarvis Street, Toronto. The factory is at Hastings, Ontario.

# The Brandram-Henderson Exhibit

The beautiful, attention-getting B-H labels stopped thousands of consumers and hardwaremen before the B-H Exhibit. Not only color in the labels, but a general pleasing harmony of color, quite appropriate to a paint exhibit, contributed to the pleasant effect of the B-H Display.

A perfect model of a store-front, complete in every detail, occupied the right rear of the booth. This handsome affair, of genuine oak and costly plate-glass, gave a very favorable idea of the window trimming and display value of Brandram-Henderson Paints.

One needn't be a trained advertising man to realize the effectiveness of B-H labels for influencing modern sales to the consumer. The brilliance, the variety, and the always conspicuous "B-H", are convincing enough without considering the technical 'points" of the "package." A B-H window can be quickly and attractively "dressed."

A large, revolving display stand, with successive tiers of cans, added the feature of motion to the other attention-getting features of this striking exhibit.

Strikingly attractive wall panels, decorated with interesting facts about B-H products, and embodying the "Save the Surface" slogan, furnished an effective setting for the whole instructive display. Handsome oak stands here and there throughout the exhibit featured "Chin-a-lac" "Fresconette," and the varnishes: "Gold Medal," "Dependon" "Maritime Spar" and "Everlastic."

A clearly lettered display card showed a list of the 23 foreign countries where B-H products are sold outside of Canada. It also lists the various B-H factories and warehouses in Canada.

This beautiful and attractive display has been seen by thousands of consumers from all over the Dominion. Many of these are now thinking of their own requirements and their local dealer.

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION, DOMINION

| | Blk. List. | Lesmok List. | Smkless List. |
|---|---|---|---|
| 22 Short ... | ..... | $10 00 | 10 70 |
| BB Caps ... | ..... | ..... | $ 7 00 |
| 22 S. Mush .. | ..... | ..... | 11 50 |
| 22 Long .... | ..... | 12 00 | 15 00 |
| 22 L. Mush. . | ..... | ..... | 16 00 |
| 22 L. R., do. | ..... | ..... | 18 70 |
| 22 L. Rifle ... | ..... | 14 00 | 17 50 |
| 25 Short ... | $23 50 | ..... | .... |
| 25 Long ... | 33 00 | ..... | .... |
| 32 Short ... | 28 50 | ..... | .... |
| 25/20 ... ... | 56 00 | ..... | 70 00 |
| 25 Colt Auto. | .... | .... | 58 00 |
| 30 Mauser . | ..... | ..... | 91 00 |
| 32 S. & W.. | 38 50 | ..... | 42 00 |
| 32 S. Colt .. | 38 50 | ..... | .... |
| 32 Colt Auto. | ..... | ..... | 63 00 |
| 32/20 ... .. | 56 00 | ..... | 70 00 |
| 38 S. & W. . | ..... | ..... | 54 50 |
| 44 G. Getter . | ..... | ..... | 66 50 |
| 44/40 ... .. | 66 50 | ..... | 84 00 |
| 455 Target . | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross .... | ..... | ..... | 209 00 |
| 25/35 ..... | ..... | ..... | 125 50 |
| 30/30 .... . | ..... | ..... | 144 50 |
| 303 Savage . | ..... | ..... | 144 50 |
| 303 British . | ..... | ..... | 190 00 |
| 32/40 . .... . | 102 50 | ..... | 121 50 |
| 32 Special ... | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 38 Win. .... | ..... | ..... | 190 00 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 35 Rem. Rim | ..... | ..... | 159 50 |
| 38/55 .. .. | 125 50 | ..... | 152 00 |
| 45/70-405 .. | 133 00 | ..... | ..... |

Dominion Ammunition—Discount 30/20%.

### AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

### AXES

| | | |
|---|---|---|
| Boys' axes, doz. .. | 14 25 | 15 50 |
| Hunters' axes, doz.. | 13 50 | 14 50 |
| Single bits, doz. ... | 16 50 | 19 50 |
| Double bit, doz. .... | 23 50 | 19 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2... | $0 50 | Group 3 . | $1 00 |
| Group 4... | 1 50 | Group 5 .. | 2 00 |
| Group 6... | 2 50 | Group 7 .. | 3 50 |

Axes, bench, 45 per cent. off list.

### BABBIT

Prices on babbit fluctuate with the etal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

### BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F. O. B. Montreal.

### BITS, AUGER

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3-16.... | $ 6 00 | 18-16.... | $12 00 |
| 4-16.... | 5 00 | 19-16.... | 14 00 |
| 5-16.... | 5 00 | 20-16.... | 14 00 |
| 6-16.... | 5 00 | 21-16.... | 16 00 |
| 7-16.... | 5 00 | 22-16.... | 16 00 |
| 8-16.... | 5 00 | 23-16.... | 18 00 |
| 9-16.... | 6 00 | 24-16.... | 18 00 |
| 10-16.... | 6 00 | 25-16.... | 21 00 |
| 11-16.... | 7 00 | 26-16.... | 21 00 |
| 12-16.... | 7 00 | 27-16.... | 24 00 |
| 13-16.... | 8.25 | 28-16.... | 24.00 |
| 14-16.... | 8.25 | 29-16.... | 27.00 |
| 15-16.... | 9.50 | 30-16.... | 27.00 |
| 16-16.... | 9.50 | 31-16.... | 30 00 |
| 17-16.... | 12.00 | 32-16.... | 30 00 |

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 22½ per cent.

Gilmour Auger Bits, 7½ per cent.

Gilmour Eye Augers, add 5%.

Irwin auger bits, list plus 5%.

Irwin car bits, discount 5% off

F.O.B. Toronto, Montreal, London and Hamilton.

### BOARDS, BAKE

| | ⅝ Rim. | ¾ Rim |
|---|---|---|
| 0—16 x 22 Doz. .... | $ 8 90 | $12 50 |
| 1—18 x 24 doz. .... | 10 78 | 12 80 |
| 2—18 x 29 doz. .... | 12 10 | 14 75 |
| 3—20 x 30 doz. .... | 13 86 | 17 75 |

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1, Daisy ..... | $38 00 |
| No. 10, Daisy ..... | 43 00 |
| No. 33 ..... | 21 00 |
| No. 35 ..... | 38 00 |
| No. 36 ..... | 43 00 |
| Perfection ..... | 48 00 |

### BOARDS (Wash) Zinc.

| | Dozen |
|---|---|
| Baby Globe ... ... ... ... | $2 70 |
| Beaver (brass) ..... | 9 00 |
| Canada Glass ..... | 9 00 |
| Competition Globe (metal).. | 5 90 |
| Diamond King (glass) ..... | 8 75 |
| Enamel Queen ..... | 9 50 |
| Glass Globe ..... | 8 75 |
| Improved Globe ..... | 5 85 |
| Jubilee ..... | 7 15 |
| Neptune ..... | 6 50 |
| Newmarket King ..... | 7 15 |
| Pony ..... | 2 75 |
| Royal Globe ... ... ... ... | 5 85 |
| Solid Back Globe ... ... ... | 6 60 |
| Standard Globe ..... | 6 00 |
| Supreme Zinc ..... | 6 50 |
| Western King (enamel) ..... | 9 50 |

F. O. B. Newmarket.

### BOILERS (Range)

| | each |
|---|---|
| 30-gal., standard .. .... .. | $ 8 25 |
| 30-gal., extra heavy ..... | 11 50 |

Prices nominal.

### BOLTS AND NUTS

Discounts apply to standard list

Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 35%.

Carriage Bolts ($1 list), ⅜ in. dia and longer lengths, 20%.

Carriage Bolts ($1 list), 7-16 in dia. and larger, 20 %.

Machine bolts, ⅜ in. diameter and smaller, 4 in. and shorter, 45%

Machine bolts, ⅜ in. dia. and smaller, longer lengths, 30%.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Sleigh shoe bolts, all sizes, 20%.

Coach and lag screws, 40%.

Bolt ends, 35 per cent.

Square head blank bolts, 35%.

Plow bolts, 1, 2, 3 head, 25%.

Plow bolts, others, 30%.

Elevator bolts, large head, 20%.

Elevator bolts, corrugated heads 50 per cent.

Fancy head bolts, 20 per cent.

Shaft bolts, ($3 list), 20 per cent

Step bolts, large head ($3 list) 20 per cent.

Whiffletree bolts, 20 per cent.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, add to list, 50 cents.

Nuts, 2 in., and smaller, square Tapped, add to list, $1.00.

Nuts, 2 in., and smaller, hexagon Blank, add to list, $1.00.

Tapped, add to list, $1.50.

Nuts, 2 in., and smaller, hexagon

Terms—Cash in 30 days from date of shipment, less 2 per cent.

### BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

### BRASS

| | Base |
|---|---|
| Sheets, base, Montreal ..... | 0 25 |
| Do., Toronto ... ... ... . | 0 26 |
| Rods, base ½ to 1 in., round, Montreal ... . ... ... | 0 23 |
| Do., Toronto ... ... .... | 0 23 |
| Tubing, seamless, base, Montreal ... ... ... ... ... | 0 32 |
| Do., Toronto ... ... .... | 0 32 |

F.O.B. Montreal and Toronto.

### BROOMS

| | Doz. |
|---|---|
| No. 5, 4 strings..... | $ 6 65 |
| No. 5, standard..... | 7 50 |
| Little Beauty ..... | 9 40 |
| Royal Blue ..... | 13 90 |

### BUTTS

| | Wrought Steel— |
|---|---|
| No. 840 ... ... ... ..... | less 5% |
| No. 800 ..... | Net |
| No. 838 ... ... ... ... | Less 5% |
| No. 808 ..... | add 10% |
| No. 804 ... ... ... ... | Less 5% |
| No. 802 ... ... ... ... .. | plus 5% |
| No. 810 ..... | add 25% |
| No. 814 ... ... ... ... | add 20% |

F.O.B. Toronto, Montreal, London Hamilton.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### CEMENT

Quotations withdrawn. Prices on application.

### CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

### CHURNS

List price hand churns—No. 0 $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10 per cent. f. o. b Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

### CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

### CLOCKS—ALARM—

| | Each |
|---|---|
| Big Ben ... ... ... ... .. | $ 3 75 |
| Good Morning, each .. .... | 1 90 |
| Lookout ... .. .. .. ..... | 2 05 |
| Sleepmeter ..... ... ... .. | 2 25 |

### CLOTHES BARS AND DRIERS

| | Per doz |
|---|---|
| Clothes Bars, No. 1 ... .... | 14 00 |
| No. 2 ... ... .. .... ... .. | 19 00 |
| No. 3 ... ... ... ... ... .. | 14 40 |
| No. 4 ... ... . ... ... .. | 11 00 |
| No. 5 ..... ... ... . . ... | 16 00 |
| No. .. . ... ... ... ... .. | 13 00 |

### CLOTHES HORSE, Etc.

| | Folding. | Extension |
|---|---|---|
| 4 ft. ... ... ... ... .. | $16 00 | 32 00 |
| 5 ft. ... ... ..... | 13 00 | 26 00 |
| ft. ... ... ..... | 11 00 | 22 00 |

### CLOTHES LINES (Galvanized)

| No. | 100 ft. |
|---|---|
| 18—100 ft. lengths ... .... | $ 6 50 |
| 18 — 50 ft. lengths ... .... | 7 10 |
| 19—100 ft. lengths ... ... . | 5 50 |
| 19—50 ft. lengths ... ... ... | 75 |

F.o.b. Montreal, Toronto, London.

### COBBLER SETS

| | 6 |
|---|---|
| Common, per set .. ... ... | $1 14 |

### CLOTHES LINE REELS

| | Doz net |
|---|---|
| No. 3 . . . ... ... ... ... | 17 50 |
| No. 3½ ... ... .. ... ... | 19 75 |
| No. 4 ... ... ... . ... .. | 32 50 |

### COIL CHAIN

| | Fireweld | Proof | B.B B. |
|---|---|---|---|
| 5-16 inch ..... | .... | | 19 40 |
| ⅜ inch ..... | 15 30 | | 16 55 |
| 7-16 inch ..... | 13 15 | | 16 35 |
| ½ inch ..... | 12 75 | | 15 75 |
| ⅝ inch ..... | 12 00 | | 13 65 |
| ¾ inch ..... | 11 25 | | 13 40 |
| ⅞ inch ..... | 10 80 | | 13 00 |
| 1 inch ..... | 10 40 | | 12 60 |

F.O.B. Montreal and Toronto.

| | Electric Weld Proof | |
|---|---|---|
| 7-16 in. ..... | 11 25 | 13 25 |
| ½ in. ..... | 11 00 | 12 50 |
| ⅝ in. ..... | 11 25 | 12 80 |
| ¾ in. ..... | 11 00 | 12 50 |
| 3-16 in. ..... | $17 80 | $20 25 |
| ⅜ in. ..... | 11 75 | 13 75 |
| ¼ in. ..... | 16 25 | 18 70 |
| 5-16 in. ..... | 13 75 | 15 50 |

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net. F.o.b. Montreal, Toronto, Hamilton London.

### COMBS—CURRY—

| | Doz. |
|---|---|
| No. 111 ..... | $2 00 |
| No. 121 ..... | 2 20 |
| No. 127 ..... | 2 90 |

### CATTLE—

| | |
|---|---|
| 98 ..... | $2 60 |
| 100 ..... | 3 70 |

F.O.B. Montreal, Toronto, Hamilton, London.

### COPPER—

| | Mont. Base | Toronto Base |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. .. | 0 30 | 0 30 |
| Soft sheets, plain, 16 oz. and heavier, lb. | 0 30 | 0 30 |
| Plain Tinned, 16 oz. and heavier, lb. . | 0 37 | 0 38 |
| Polished and Tinned, 16 oz. and heavier, lb. .. .... ..... | 0 42 | 0 43 |
| Tubing, lb. .. .... | 0 34 | 0 34 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. ... ... ... ... | $ 0 57 |
| No. 7, lb. ... ... ... .. | 0 56 |
| Nos. 8, 9, 10, 12 ... ... | 0 55 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $9.00; London, $9.75.

### DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

| | |
|---|---|
| 2 ft. 6 in., doz. .. ... ... | $ 45 00 |
| 2 ft. 8 in., doz. ... ..... | 45 60 |
| 2 ft. 10 in., doz. ... .... | 46 70 |
| 2 ft. 7 in., doz. ... ... .. | 46 80 |

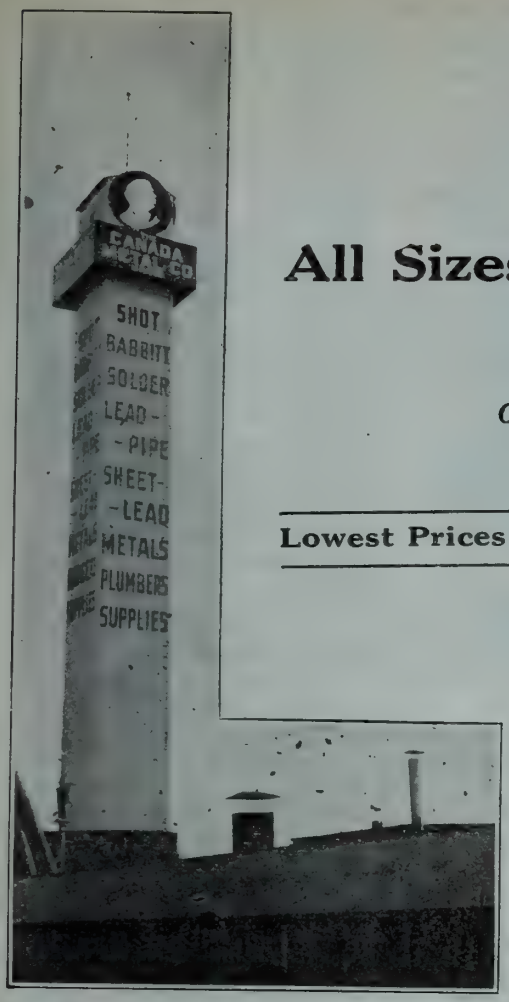
### DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c; 11|32, 75c; ⅜, 80c; 13|32, 85c; 19 32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

(Continued next page)




# SHOT

**All Sizes** **25 lb. Bags**

**Kegs or any weight**

*Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.*

**Lowest Prices** **Highest Quality** **Immediate Shipment**

ALSO

**SHEET LEAD** **BABBITT**
**SOLDER** **LEAD PIPE**
**NAILS** **WIRE**

## THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

## BUILDING
### Is Picking Up

The outlook for the building trade is bright. You will need complete stocks of Stratford Builders' Hardware. Have you got them?

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**The Stratford Brass Company**
Limited
Stratford, Ontario

GERMANTOWN
## LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
**LAMPBLACK**
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

# CARTER'S

## Your Paint Customers Know It.
## CARTER'S GENUINE DRY RED LEAD.

Carter's has won the confidence of the Canadian paint user because of its never changing Quality. Recommend Carter's. It is made from the very best grade of Canadian pig lead, highly oxidized and very finely ground. Mixed with pure linseed oil it furnishes a free flowing protective paint for all manner of metal work.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are three other Carter products, worth stocking.

**The Carter White Lead Co. of Canada, Limited, 91 Delorimier Ave. Montreal.**

**DRILLS—Continued,**

| | | | |
|---|---|---|---|
| 7/16 | .90 | 29/32 | 2.20 |
| 15/32 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

**BIT STOCK, list per doz., less 45%.**

| | | | |
|---|---|---|---|
| 3/32 | $2.70 | ⅝ | $ 8.50 |
| ⅛ | 3.00 | 7/16 | 10.50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4.00 | 9/16 | 15.50 |
| 7/32 | 4.50 | ⅝ | 18 00 |
| ¼ | 5 00 | 11/16 | 21.00 |
| 9/32 | 6.00 | ¾ | 24 00 |
| 5/16 | 7 00 | ⅞ | 30.00 |

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

**EMERY CLOTH**
See under Sandpaper.

**ENAMELWARE**
See prices under heading Wares.

**FILES AND RASPS**
Discounts below apply to list of Nov. 1, 1899.

| | |
|---|---|
| Great Western, Amer. | 50% |
| Kearney, Foot, Arcade | 60\|5% |
| J. Barton Smith, Eagle | 55% |
| P. H. and Imperial | 60\|5% |
| Globe | 60\|5% |
| Nicholson | 40% |
| Black Diamond | 40% |
| Delta Files | 20% |
| Firth Files | 50% |

F.o.b. Toronto, Montreal, London and Hamilton.

| FITTINGS— | Mont. | Tor |
|---|---|---|
| Cast iron fittings | 20% | 20% |
| Malleable bushings | 30% | 30% |
| Cast bushings | 30% | 25% |
| Unions | 40% | 40% |
| Flanged unions | 20% | 20% |
| Plugs, cast iron | 30% | 25% |
| Plugs, solid | | 25% |
| Plugs, countersunk | net | 25% |
| Couplings, 4 in. and under | 25% | 25% |
| Do., 2½ in. and larger | 5% | 5% |

| POUND GOODS— Class— | Blk. Montreal | Galv. |
|---|---|---|
| A | .... | .... |
| B | 0 20 | 0 28 |
| C | 0 13 | 0 20 |
| | Toronto | |
| A | 0 57 | 0 72 |
| B | 0 24 | 0 34 |
| C | 0 16 | 0 24 |

**NIPPLES, WROUGHT**
Close and short, 4 in. and under, 45%, 4½ and larger, 35%; long, 4 in. and under, 55%, 4½ in. and larger, 45%; running thread, 4 in. and under, 25%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

| GRINDSTONES— | Per 100 lbs. |
|---|---|
| Under 50 lbs., 1½ to 1¾" face | 5 00 |
| Under 50 lbs., 2¼ to 3" face | 4 25 |
| Over 50 lbs., 2¼ to 3" face | 4 00 |
| Bi-Treadle, each | 9 75 |
| Cycle BB | 8 75 |

| GRINDSTONE FIXTURES | Doz. |
|---|---|
| No. 22 | 8 67 |
| No. 33 | 9 37 |
| No. 2½ | 10 00 |
| No. 3 | 11 50 |

F.o.b. Toronto.

| HALTERS, LEATHER | Doz. |
|---|---|
| Russett rope tie, 1 in. | ..... |
| Black, rope tie, 1 in. | ..... |
| Black, rope tie, 1¼ in. | .... |
| No tie, 1 in. | ..... |
| No tie, 1¼ in. | ..... |

**HALTERS, ROPE.**

| | Per Doz. |
|---|---|
| Sisal, 7-16 in. | $ 22.75 |
| Do., 9-16 in. | 35.00 |
| Jute, 7-16 in. | 22.75 |
| Do., 9-16 in. | 35.00 |

| HAME FASTENERS | Per Doz. |
|---|---|
| Dodson | $4 60 |

| HAMMERS, NAIL | Doz. |
|---|---|
| No. 21 | $14 00 |
| No. 1 | 19 00 |
| Nos. 1½, 61½ | 18 75 |

Discount, 10 per cent.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can. 2-2½ lbs., cwt. | $25 00 |
| Do., 3-4½ lbs. | 23 00 |
| Do., 5 lbs. and over | 16 00 |
| Masons, 2-2½ lbs. | 31 50 |
| Do., 3-4½ lbs. | 28 25 |
| 5 lbs. and over | 23 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HAMMERS, STRIKING**

| | |
|---|---|
| No. 38, No. 46, 5 lbs. and over | $16 00 |

**HAMMERS, MACHINIST**

| | |
|---|---|
| No. 30, 1-lb. | 11 34 |
| No. 30, 1¼-lb. | 12 15 |

Net.

**HANDLES (WOOD)**
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

**HANGERS, BARN AND PARLOR.**
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

| | List |
|---|---|
| Atlas No. 0 | $13 35 |
| Do., No. 1 | 13 80 |
| Do., No. 2 | 15 85 |
| Stearns, 4 in. | 12 80 |
| Do., 5 in. | 16 00 |
| Perfect, No. 1 | 10 50 |
| Canada | 13 25 |
| Hatch | 13 25 |
| National | 15 00 |
| America | 19 00 |
| Great West | 30 00 |

**HATCHETS, LATHING**

| | Per Doz. |
|---|---|
| No. 3 | $10 25 |
| No. 4 | 11 25 |

**HATCHETS, SHINGLING**

| | |
|---|---|
| No. 1 | $10 25 |
| No. 2 | 11 25 |

**HATCHETS, BARRELLING**

| | |
|---|---|
| Nos. 50, 60 | $15 75 |

**HATCHETS, CLAW**

| | |
|---|---|
| No. 7 | $12 25 |
| No. 8 | 13 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Glower Heater | $12 00 |
| Heatray Heater | 14 00 |

Discount 22%-33%, according to quantity.

| | |
|---|---|
| Majestic, 1 Burner | $11 50 |
| Do., 2 Burner | 17 50 |

Discount 27½%.

| | |
|---|---|
| Universal | 13 80 |

Discount 20 and 5%.
F.o.b. Toronto.

**HINGES, SPRING**

| | |
|---|---|
| No. 200 and No. 20, per doz. | $ 2 00 |
| Ajax Floor No. 3111, per set | 1 85 |
| Reliance Door No. 270. | |
| Light, per doz. | 3 15 |
| Medium, per doz. | 4 20 |
| Heavy, per doz. | 6 40 |

**HINGES, TEE AND STRAP**

| Heavy in Bulk. | Strap Doz. pairs. | Tee |
|---|---|---|
| 4 inch | $3 00 | $2 55 |
| 5 inch | 3 70 | 3 20 |
| 6 inch | 4 00 | 3 60 |
| 8 inch | 5 40 | 4 10 |
| 10 inch | 9 60 | 7 30 |
| 12 inch | 11 90 | 11 60 |
| 14 inch | 18 60 | 11 80 |

Discount, 30 per cent.

| Light. | Net Prices. | |
|---|---|---|
| 3 inch | $0 90 | $0 90 |
| 4 inch | 1 08 | 1 00 |
| 5 inch | 1 26 | 1 17 |
| 6 inch | 1 53 | 1 35 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

| | |
|---|---|
| HOES, Grub | $8 50 |

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 90 | $7 50 |
| No. 3, per doz. | 5 00 | 8 00 |
| No. 4, per doz. | 5 10 | 8 50 |
| Little Giant, | 8 00 | ... |
| Barden Patent | 8 00 | .... |

F.o.b. Montreal, Toronto.

**HORSESHOES**

| Patterns | Sizes made | Price per keg No. 2 and larger | No. 1 and smaller Less 20c |
|---|---|---|---|
| Light iron | 0-7 | $7.75 | $8.00 |
| Long heel light iron | 3-7 | 7.75 | |
| Medium iron | 1-8 | 7.75 | 8.00 |
| Heavy iron | 6-8 | 7.75 | |
| Snow | 1-6 | 8.00 | 8.25 |
| New-light "XL" steel | 1-6 | 8.20 | 8.45 |
| Featherweight "XL" steel | 0-4 | 9.60 | |
| Special-countersunk | 0-4 | 10.10 | ... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $19 00 |
| Do., ⅝ in., 10 ft. | 21 50 |
| Do., ¾ in., 100 ft. | 25 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**IRON AND STEEL**
See weekly report.

**IRON, TINNED**
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

**IRONS (SAD)**

| | |
|---|---|
| Potts, polished, per set | 2 12 |
| Potts, nickel plated, per set | 2 25 |
| Potts handles, japd., grs. | 23 50 |
| Common, No. 1, 4 and 5 lbs. | 20 60 |
| Do., 6 lbs. and up, cwt. | 15 00 |

F.o.b. Montreal.

**IRONS, ELECTRIC**
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

**KNIVES, HAY**

| | |
|---|---|
| Spear Point | $19 00 |
| Lightning | 17 50 |
| Heath's | 17 50 |

**LADDERS, ETC.**

| Step Ladders | Per ft. |
|---|---|
| Standard | 0 46 |
| Household | 0 35 |
| Shelf Lock, 4 to 8 ft. only | 0 32 |
| Faultless, 4 to 8 ft. only | 0 46 |
| Do., 10, 12 and 14 ft. | 0 50 |
| **Single and Fruit Picking** | |
| 10 ft. to 16 ft. | 0 28 |
| 18 ft. to 20 ft. | 0 29 |

F.o.b. Toronto, Hamilton, London,

| Roped and Straight Extension Ladders | |
|---|---|
| 20 to 32 ft. | 0 32 |
| 36 to 44 ft. | 0 35 |
| Over 44 ft. | 0 43 |
| Special quality, 20 to 40 ft. | 0 45 |
| Three section extension | 0 45 |

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS.** Per doz.

| | |
|---|---|
| Short or Long Globe, plain or jap'd | $12 00 |
| Dash, plain | 18 75 |
| Do., Japd | 19 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES**
Cold Blast, Short or Long

| | |
|---|---|
| 1 doz. cases | $1 65 doz. |
| 3 doz. cases | 1 55 doz. |
| 6 doz. cases | 1 35 doz. |
| Cold blast, genuine ruby | 5 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES—** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | 2 00 |
| Do., No. 3 | 2 50 |
| Do., No. 4 | 3 75 |
| Barn Door, No. 5 | 3 30 |
| Do., No. 9 | 2 50 |

F.o.b. Montreal, Toronto, London.

**LEAD—**
For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)—**

| | List each. |
|---|---|
| Dowswell | $12 75 |
| Noiseless | 17 50 |
| Hamilton | 14 00 |
| Peerless | 14 50 |
| Snowball | 19 50 |
| New Century, style A | 19 75 |
| New Century, style B | 21 75 |
| New Century, Electric | 160 00 |
| Playtime, engine drive | 27 00 |
| Ideal Power | 30 00 |
| Seafoam, electric, style A | 105 00 |
| Seafoam, engine drive | 50 00 |
| Sunshine | 10 25 |
| Popular | 14 50 |
| Economic | 16 00 |
| Puritan | 19 50 |
| New Champion | 21 50 |
| Home | 21 50 |
| Vacuum | 28 00 |
| Home Water, motor | 28 00 |
| Whirlpool, water power | 31 00 |
| Hydro, 1 Tub, engine drive | 57 00 |
| Do., do., electric | 116 50 |
| Rotary water motor washer | 29 00 |
| Connor ball-bearing, with rack | 22 75 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 132 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor, vacuum | 27 50 |
| Patriot | 21 50 |
| Jubilee | 12 50 |
| Canada First | 21 50 |

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MATTOCKS—**

| | |
|---|---|
| Cutter, doz. | 11 75 |
| Pick, doz. | 11 75 |

F.o.b. Montreal, Toronto, London, Hamilton

**MIXERS, BREAD—**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $36 20 |
| No. 8, dozen | 40 92 |
| Universal— | |
| No. 4, dozen | $40 00 |
| No. 8, dozen | 52 00 |

| MOPS— | Doz. net. |
|---|---|
| Liquid Veneer | $20 00 |
| O-Cedar, less handle | 14 00 |
| Do., with handle | 16 00 |
| S. W. Mops, complete | 4 75 |
| Mop Sticks, No. 8 | 2 00 |
| Cast Head Mop | 2 00 |
| Crescent, No. 10 | 2 85 3 25 |
| Crank wringing | 7 00 9 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN—**

| | |
|---|---|
| Adanac | 20% |
| Woodyatt | 20% |
| Empress | 20% |
| Mayflower | 20% |
| Ontario Daisy | 20% |
| Star | 20% |
| Whippet | Net |
| Thousand Island | Net |
| Red Wing | Net |
| Blue Bird | Net |

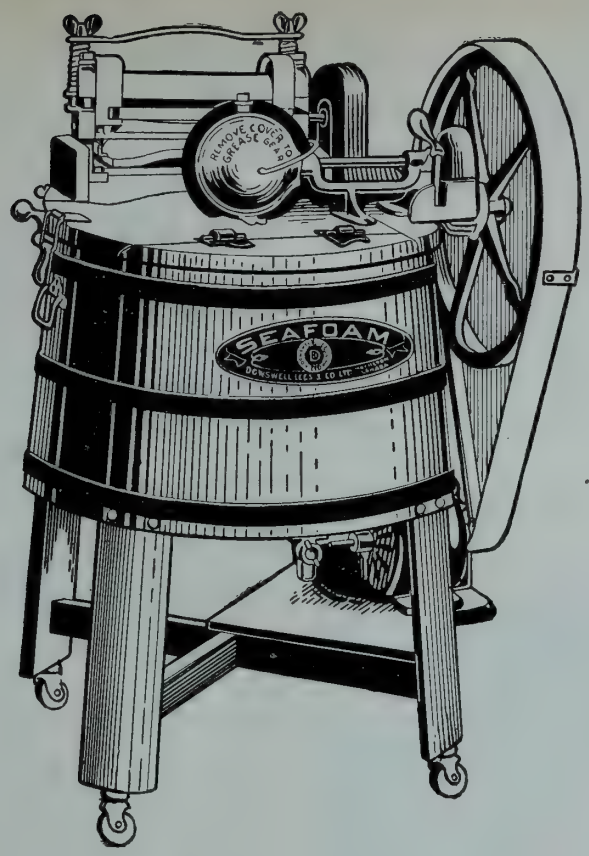
List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

**NAILS—**
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| 1 inch | $1 50 | 2¾ inch | $0 30 |
| 1⅛ inch | 1 40 | 3 inch | 0 20 |
| 1¼ inch | 1 15 | 3¼ inch | 0 15 |
| 1½ inch | 0 80 | 3½ inch | 0-10 |
| 1¾ inch | 0 75 | 4 inch | 0 05 |
| 2 inch | 0 60 | 4½ inch | 0 05 |
| 2¼ inch | 0 55 | 5 inch | base |
| 2½ inch | 0 30 | 5½ inch | base |
| | | 6 inch | base |

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.15 base.
Owen Sound or Collingwood, $4.25 base.
F.o.b. Montreal, $4.25 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.25.
Sault Ste. Marie, Port Arthur, Fort William, $4.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

**NAILS, CUT—**
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.
F.o.b. Montreal, Toronto, Hamilton.




# SEAFOAM ELECTRIC

## WASHING and WRINGING MACHINE

Unsurpassed washing principle — wooden dolley moving half way around and back forces the hot suds through the clothes and thoroughly washes them in a few minutes.

Cypress tub — nothing to corrode or tear clothes — keeps water hot.

Reversible wringer with highest grade rolls — will start, stop or reverse instantly. Controlled by lever conveniently placed at side of tub.

Safe to operate—as being belt driven the motor is protected against overloading. All gears and fly wheel being covered the danger of accidents is removed. Safe for children to be around.

Simple in construction — does not easily get out of order.

Attractively and durably finished. Shipped complete ready to operate on ordinary house lighting service.

**ALSO SUPPLIED FOR GASOLINE ENGINE POWER**

# Dowswell, Lees & Co., Limited

## HAMILTON - CANADA

**Eastern Representative:**
JOHN R. ANDERSON
Montreal, Que.

**Western Representatives:**
HARRY F. MOULDEN & SON
Winnipeg, Man.

**NAILS (HORSE)**

| Size | C Brand |
|---|---|
| Capewell— | Per 25-lb.box |
| No 5 | $6 75 |
| No. 6 | 6 50 |
| No 7 | 6 25 |
| No. 8 | 6 00 |
| No. 9 to 12 | 5 75 |

Discount, 10%

**"M.R.M." BRAND**

| No. | Net Price List Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 25 |
| 4 | 1¾" | 10 25 |
| 5 | 1 15-16" | 5 25 |
| 6 | 2⅛" | 5 00 |
| 7 | 2 16-16" | 4 75 |
| 8 | 2½" | 4 75 |
| 9 | 2 11-16" | 4 50 |
| 10 | 2⅞" | 4 50 |
| 11 | 3 1-16" | 4 50 |
| 12 | 3¼" | 4 50 |

F.o.b. London, Hamilton, Montreal, Toronto.

**NETTING, POULTRY**

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch | $1 80 | 48 inch | $ 6 20 |
| 18 inch | 2 65 | 60 inch | 7 70 |
| 24 inch | 3 40 | 72 inch | 9 20 |
| 30 inch | 4 00 | 84 inch | 10 50 |
| 36 inch | 4 75 | 96 inch | 12 00 |
| 42 inch | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch | $3 50 | 42 inch | $10 50 |
| 18 inch | 5 00 | 48 inch | 12 00 |
| 24 inch | 6 30 | 60 inch | 15 00 |
| 30 inch | 7 75 | 72 inch | 18 00 |
| 36 inch | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch | $4 00 | 42 inch | $12 00 |
| 18 inch | 5 50 | 48 inch | 14 00 |
| 24 inch | 7 00 | 60 inch | 17 00 |
| 30 inch | 8 50 | 72 inch | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch | $10 50 | 36 inch | $15 00 |
| 30 inch | 12 75 | | |

½ inch mesh and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch | $16 50 | 36 inch | $24 00 |
| 30 inch | 20 00 | | |

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal.

Canadian netting, 2-in. mesh, net.
1-in. mesh, net.
American netting, 1-in. mesh, net.

| Invincible— | Per rod |
|---|---|
| 1848 | 0 80 |
| 2060 | 0 88 |

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | 5 50 |
| 36-inch, per roll | 7 15 |
| 48-inch, per roll | 8 85 |
| 60-inch, per roll | 9 85 |
| 72-inch, per roll | 11 25 |

Put up in 10 rod rolls.

**NIPPLES**
See Fittings.

**OAKUM—**

| | |
|---|---|
| Special No. 1 | $17 00 |
| Plumbers' | 7 50 |

F.o.b. Montreal, Toronto.

**OILS**

| | Toronto |
|---|---|
| Royalite, gal. | 0 17½ |
| Palacine, gal. | 0 20½ |
| Gasoline, net, gal. | 0 31 |

Above prices net.

| | Gallon |
|---|---|
| Black oil (summer) | 0 21.1 |
| Black oil (winter) | 0 21.6 |
| Capital, cylinder | 0 78.1 |
| Mach. oil, reg. grades | 0 46.6 |
| Imperial gas engine oil | 0 59.1 |
| Paraffine | 0 22.5 |

List, less 15% on above.

Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy $1.10
List less 15 per cent.

| | |
|---|---|
| Polarine, medium, list | 1 05 |
| Polarine, heavy, list | 1 05 |
| Polarine, ex-heavy, list | 1 40 |

List, less 25 per cent.

| | |
|---|---|
| Gargoyle Mobiloil E and Arctic | 1 45 |
| Gargoyle Mobiloil, B | 1 70 |
| Gargoyle Mobiloil, BB | 1 70 |
| Gargoyle Mobiloil. A | 1 60 |

List, less 25 per cent. on above.

| | |
|---|---|
| Fuel oil, bbl., net | 0 08 |
| Do., tank cars, net | 0 06 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**
See weekly report.

**PACKING**

| | Per lb. |
|---|---|
| Fine jute | $0 17 |
| Coarse jute | 0 13 |
| Hemp | 0 30 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 14 |
| No. 2 Italian | 0 30 |

F.o.b. Toronto, Montreal.

**PAPER**

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No. 1, Anch | $1 35 | 1 35 |
| Do., No. 2, Anch. | 0 75 | 0 85 |
| Do., No. 2 Elephant. | 0 75 | 0 95 |
| Tarred Fibre, No. 1 Anchor | 1 45 | 1 [illegible] |
| No. 2 | 1 10 | 1 10 |
| Elephant Brand, tarred, No. 2 | 1 10 | 1 25 |
| Surprise Fibre | 0 95 | 1 05 |
| Empress Dry Sheath'g | | 1 45 |
| Stag Sheathing | 0 95 | 0 95 |
| Cyclone, dry | 1 35 | 1 45 |
| Do., tarred | 1 45 | 1 60 |
| Joliette Sheathing | 0 75 | 0 95 |
| Do., tarred | 1 10 | 1 25 |

| | Per 100 lbs. |
|---|---|
| Monarch Sheathing, white | 5 75 |
| Do., gray | 4 75 |
| Straw Sheathing, heavy dry | 3 75 |
| Red Star heavy tarred straw | 3 00 |
| Imp. White Sheathing | 5 75 |
| Imp. Grey Sheathing | 4 75 |
| Scythe Brand dry straw | 3 75 |
| Spruce Sheathing, 36" and 72" wide | 7 25 |
| Asbestos Sheathing | 10 00 |
| Carpet Felt | 6 00 |
| Tarred Felt, 7, 10 and 16 oz. | 4 15 |

F.o.b. Toronto and Montreal and Hamilton.

**PASTE**

| | |
|---|---|
| **Stick-Fast** | |
| In barrels, 250 lbs., lb. | 0 14 |
| Barrels of 5 lbs., cotton bags, lb. | 0 15 |
| In kegs, 125 lbs., lb. | 0 16 |
| In 50-lb. boxes, lb. | 0 18 |
| In 25-lb. boxes, lb. | 0 19 |
| **Solpar** | |
| Barrels (200 lbs.), per lb. | 0 14 |
| 2-lb. pkgs, case lots, lb. | 0 16 |
| 1-lb. pkgs., case lots, lb. | 0 17 |

**PICKS—**

| Clay— | Montreal | Toronto |
|---|---|---|
| 5 to 6 lbs., doz. | $ 9 50 | 9 25 |
| 6 to 7 lbs., doz. | 10 50 | 10 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | 11 50 | 11 25 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | $2 25 |
| 4 gross (cartons), 4 in. | 2 25 |
| Spring, 2 grs. box | 1 90 |

f.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 52, July 11, 1921.

**Standard Butterweld Pipe S-C.**

Per 100 feet

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| ⅛ in. | $ 6 50 | $ 8 50 | $ | $ |
| ¼ in. | 4 56 | 6 60 | 5 76 | 7 80 |
| ⅜ in. | 4 56 | 6 60 | 5 76 | 7 80 |
| ½ in. | 5 87 | 7 40 | 7 65 | 9 10 |
| ¾ in. | 7 02 | 8 97 | 9 55 | 11 50 |
| 1 in. | 10 03 | 12 92 | 13 77 | 16 66 |
| 1¼ in. | 13 57 | 17 48 | 18 63 | 22 54 |
| 1½ in. | 16 23 | 20 90 | 22 28 | 26 95 |
| 2 in. | 21 83 | 28 12 | 29 97 | 36 26 |
| 2½ in. | 34 52 | 44 46 | | |
| 3 in. | 45 14 | 58 14 | | |
| 3½ in. | 59 80 | 75 44 | | |
| 4 in. | 70 85 | 89 38 | | |

**Standard Lapweld Pipe S.C.**

Per 100 feet.

| Size | Steel Blk. | Steel Galv. | Gen.Wrot.Iron Blk. | Gen.Wrot.Iron Galv. |
|---|---|---|---|---|
| 2 in. | $25 53 | $31 82 | $33 67 | $39 96 |
| 2½ in. | 38 03 | 47 97 | 50 90 | 60 84 |
| 3 in. | 49 73 | 62 73 | 66 56 | 79 56 |
| 3½ in. | 60 72 | 76 36 | 80 96 | 96 60 |
| 4 in. | 71 94 | 90 47 | 95 92 | 114 45 |
| 4½ in. | 81 28 | 102 87 | 1 12 | 1 33 |
| 5 in. | 94 71 | 119 88 | 1 30 | 1 55 |
| 6 in. | 1 23 | 1 56 | 1 69 | 2 02 |
| 7 in. | 1 64 | 2 09 | 2 21 | 2 63 |
| 8 in. | 1 73 | 2 20 | 2 33 | 2 75 |
| 9 in. | 1 99 | 2 53 | 2 68 | 3 17 |
| 10 in. | 2 38 | 3 04 | 3 21 | 3 80 |
| 10 in. | 2 21 | 2 82 | 2 98 | 3 52 |
| 10 in. | 2 84 | 3 63 | 3 83 | 4 53 |

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $18 | 40 |
| 3 in. in 10-ft. lengths, list. | 22 | 30 |
| 4 in., in 10-ft. lengths, list. | 29 | 60 |
| 5 in., in 10-ft. lengths, list. | 40 | 00 |
| 6 in., in 10-ft. lengths, list. | 49 | 00 |

Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**
See weekly report.

**PIPE (SOIL) Med. and extra heavy.**

| | |
|---|---|
| 2 in., 3 in. | 25% |
| 4 in. | 30% |
| 5, 6 in. | 30% |
| 8 inch | net |

**SOIL PIPE FITTINGS**

| | |
|---|---|
| 2, 3, 4, 5, 6 in. | 40-10% |
| 8 in. | net |

**PIPE (STOVE)**
See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | $13 25 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 55 |

F.o.b. Montreal, Toronto

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, doz. | $13 20 |
| Triumph, doz. | 11 00 |

**PLATES, CANADA**

Prices nominal, Montreal. Toronto

| | | |
|---|---|---|
| Do., 0 sheets | 6 00 | 5 95 |
| Ordinary, 52 sheets | 5 80 | 5 90 |

**PLATES, COKE, TIN**

| | |
|---|---|
| 20x28x100 lb. basis, box | $ 17 75 |
| 20x28xIC, 112s, box | 18 25 |
| 20x28 IX, 112s., box | 20 50 |
| 20x28 IXX, 56s., box | 11 75 |
| 20x28 IXXX, 56s., box | 12 50 |

**PLATES, CHARCOAL, TIN**
Nominal

**TERNE PLATES**

| | |
|---|---|
| IX, 20 x 28, 56s | $14 00 |
| IXX, 20 x 28, 56s | 16 00 |

**PLATES, TERNE** (Prices nominal)

| | |
|---|---|
| IC, 14 x 20, 112 sheets | $12 00 |

F.O.B. Toronto or Montreal.

**POLISH (O-Cedar)**

| | Doz. Net |
|---|---|
| 4-oz. bottles | 2 40 |
| 12-oz bottles | 4 80 |
| 1-qt. can | 12 00 |
| ½-gal. cans | 20 00 |
| 1-gal. cans | 28 00 |

Net.

| Liquid Veneer— | Doz. Net |
|---|---|
| 4-oz. | $2 40 |
| 12-oz. | 4 80 |
| 32-oz. | 10 00 |
| 64-oz., each | 1 34 |
| 128-oz., each | 2 34 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 2 | $3 10 | $3 30 |
| No. 3 | 3 40 | 3 65 |
| No. 4 | 4 05 | 5 00 |
| | | Each |
| No. 70 | | 6 20 |
| No. 80 | | 9 00 |

**PUMPS, REDWING**

| | | | |
|---|---|---|---|
| No. 0 | $6 50 | No. 4 | $12 75 |
| No. 1 | 7 50 | No. 5 | 15 25 |
| No. 2 | 8 75 | No. 6 | 18 00 |
| No. 3 | 10 75 | No. 6 | 18 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING.**

| | Toronto |
|---|---|
| Samson, 1 ply, roll | $ 2 65 |
| Samson, 2 ply, roll | 3 10 |
| Samson, 3 ply, roll | 3 80 |

| | Mont. | Toronto |
|---|---|---|
| Red Star, 2 ply, roll | $ 1 93 | $ 1 93 |
| Red Star, 3 ply, roll | 2 30 | 2 30 |
| Everlastic, 1 ply | 2 00 | 2 00 |
| Everlastic, 2 ply | 2 40 | 2 40 |
| Set Screws | | 45% |
| Everlastic, 3 ply | 2 80 | [illegible] |
| Panamoid, 1 ply | 1 80 | [illegible] |
| Panamoid, 2 ply | 2 20 | 2 20 |
| Panamoid, 3 ply | 2 60 | 2 60 |
| Everlastic Multi-Shingles (4 Shingles in One), sq. | | 6 25 |
| Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. | 7 40 | 7 40 |

F.o.b. Montreal.

| | | |
|---|---|---|
| Everlastic Liquid Roofing cement— Per gal., in bbls. | 0 70 | 0 70 |
| 5 and 10 gal. lots, gal. | 0 85 | 0 85 |
| 1 gal. cans, gal., doz. | 10 50 | 10 50 |
| Coal Tar (refined), bbl. | 10 25 | 10 50 |
| Coal tar (crude) | 9 00 | 9 25 |
| Roofix Roofing Cement— | | |
| In bbls., per gal. | | 0 60 |
| In ½ bbls., per gal. | | 0 65 |
| In 5s and 10s | | 0 70 |
| 1 gal. cans, per doz. | | 9 00 |

F.o.b. Toronto, Montreal and Hamilton.

**ROPE**

| | |
|---|---|
| Pure Manila basis | 0 23 |
| Beaver Manila basis | 0 19 |
| New Zealand hemp basis | 0 19 |
| Sisal basis | 0 17 |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lathe yarn basis | 0 17 |
| Double lathe yarn | 0 17½ |
| Yacht marline, tarred | 57 |
| Halyards | 50 |
| Beaver Halyards, wht. pol, ¾ in. basis | 0 35 |
| Hemp, deep sea line basis | 50 |
| Hemp, tarred ratline basis | 48 |
| Hemp, tarred bolt rope basis | 45 |
| Marline and Houseline | 45 |

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

| | |
|---|---|
| Cotton, ⅛ in. | 0 51 |
| Do., 5-32 in. | 0 50 |
| Do., 3-16 in. | 0 47 |
| Do., ¼ in. and up | 0 45 |

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263—50 ft. Challenge, Steel | $5 30 |
| 103—50 ft. Reliable Jr., Steel | 5 34 |
| 243—50 ft. Rival, Steel | 4 67 |
| 1243—50 ft., Rival Jr., Steel | 4 35 |
| 603—50 ft., Metallic | 3 38 |
| 604—66 ft. | 3 92 |
| 403—50 ft., Linen | 2 57 |
| | Doz. |
| 713—50 ft., Ass Skin | 6 95 |
| 714—66 ft., Ass Skin | 8 35 |
| 143—3 ft., Steel Pocket | 5 30 |
| 145—5 ft., Steel Pocket | 11 20 |
| 175—5 ft., Linen Pocket | 7 30 |
| 165—5 ft., Cotton Pocket | 1 65 |

F.o.b Montreal, Toronto, London

**SANDPAPER**

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.
F.o.b. Montreal and Toronto.

**SCALES**

| Champion | List Net |
|---|---|
| 4 lb. | $ 6 60 |
| 10 lb. | 8 65 |
| 240 lb. | 12 65 |
| 600 lb. | 35 80 |
| 1200 lb. | 43 00 |
| 2000 lb. | 57 10 |
| 2000 lb. drop lever | 64 75 |

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1908

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood R.H., bright | 75% |
| Wood, O.H., bright | 75% |
| Wood, F.H., brass | 70% |
| Wood, R.H., brass | 67½% |
| Wood, O.H., brass | 67½% |
| Wood, F.H., bronze | 65% |
| Wood, R.R., bronze | 62½% |
| Wood, O.H., bronze | 62½% |
| Square cap | 40% |
| Hexagon cap | 40% |

**SCREWS, IRON BENCH, No. 14**

| | |
|---|---|
| 1 in. | $13 75 |
| 1⅛ in. | 17 00 |
| 1¼ in. | 20 00 |

**SCYTHES**

| | Doz. |
|---|---|
| Cast Steel | $20 00 |
| Golden Clipper | 20 95 |
| Little Giant | 22 00 |
| Bush | 20 50 |

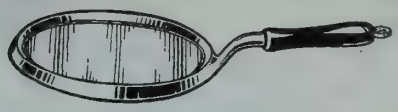
Cast Aluminum Spoons

Our specialized casting process turns out smooth, clean Aluminum Castings—free from sand-holes, blow-holes, pits, cracks, flaws or warps.

**WENTWORTH MFG. CO.,**
**HAMILTON - CANADA**

# ALUMINUM CASTINGS
## Made To Your Order.

Cast Aluminum Fry Pans.



Cast Aluminum Griddles

We are prepared to make Aluminum Castings to any specifications. Our modern, efficient casting department is at your service.

**E. T. WRIGHT CO., Limited,**
**HAMILTON - CANADA**

# PINK'S LUMBERING TOOLS

**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87.**

**Send for Catalogue and Price List.**

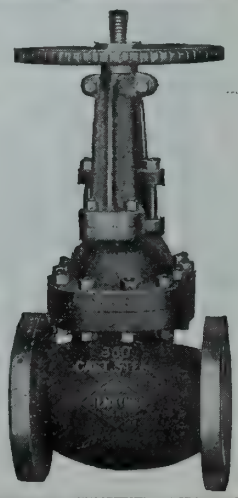
**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

## THOS. PINK COMPANY, LIMITED

**Manufacturers of Lumber Tools**

**Pembroke Ontario**

# This Big Plant Is Equipped with JENKINS VALVES



Above is pictured the Kipawa plant of the Riordon Pulp and Paper Co., and at the right is shown a Jenkins Extra Heavy Cast Steel Gate Valve —one of the many Jenkins Valves with which this big plant is equipped. This Valve has spindles, seat rings and wedge faces of Monel Metal, rendering it admirably suited for superheated steam service.

**You can always recommend Jenkins Valves. There's a type and a size for every service everywhere. Free Catalog No. 8 will show you how complete the Jenkins line is. Write for copy**

**Jenkins Bros.**
LIMITED
*Head Office and Works: 103 St. Remi St. Montreal Can.*
*European Branch*
TORONTO 6 GREAT QUEEN ST KINGSWAY LONDON, W.C.2. ENG. VANCOUVER
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

**SNATHS** Doz.
00 Patent ..... $17 50
1 loop ..... 16 80
2 loops ..... 15 80
3 loops ..... 14 70
Bush ..... 18 20

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**
See Weekly Reports.

**SOLDERING COPPERS**
See Coppers.

**SOLDER, BAR**
See weekly report.

**SPIDERS**
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

**SPOUTS, SAP**
Eureka, per M. ..... $15.00

**STANDS, WASHTUB**
Dowswell, doz. ..... 44 10

**STAPLES (Fence)—**
Per 100 lb. kegs
Bright ..... $ 4 85
Galvanized ..... 5 85

**STOVES**
Oil Burning Cooking List each
Perfection No. 32, 2-burner. $25 50
Perfection, No. 33, 3 burner.. 31 00
Perfection No. 34, 4-burner .. 40 00
No. 22G oven for above stoves 9 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net ..... 6 00
Detroit Glass Front Oven, No. 85, each, net ..... ....
Hot Blast .....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ..... $ 8 75
No. 530, each ..... 9 75
No. 630, each ..... 12 50
Discount 30% off list.
Hot Blast .....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

**STRETCHERS, WIRE**
Hercules, doz. ..... $3 60

**SWEEPERS, VACUUM (Bissell's)**
Doz.
Grand Rapids, nickelled.... $106 00
Household, japanned ..... 94 00
Superba, nickeled ..... 120 00
F.O.B. factory, Niagara Falls, Ont.

**SWINGS—**
Ontario, 4-passenger ..... $8 75

**TACKS** Discount
Wire Tacks ..... 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks .....70/15%
Shoe findings—List adopted March 24th, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares.

**TOASTERS, ELECTRIC**
Universal ..... 7 80
C. G. ..... 5 00
Discount 20 and 10%.
Canadian Beauty ..... $5 84
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

**TRACK BARN DOOR**
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft..... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

**TROUGH (EAVE)**
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in.....$28 80
10 in..... 17 70 18 in..... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades... | 45 | 45 | 45 |
| Draining Tools ..... | 45 | 45 | 45 |
| Hollow Back Scoops ..... | 45 | 45 | 45 |
| Sand Shovels ..... | 45 | 45 | 45 |
| Hollow Back Shovels ..... | 45 | 45 | 45 |
| Hollow Back Coal Shovels ..... | 45 | 45 | 45 |
| Riveted Back Scoops ..... | 45 | 45 | 45 |
| Miners' Spring Point Shovels ..... | 45 | 45 | 45 |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

**BLACK LIST**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades, No. 2 black ..... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black ..... | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black ..... | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black ..... | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovels, No. 2, black ..... | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

**STRETCHERS, CURTAIN—**
Star, No. 1, doz..... $27 60
Star, No. 2, doz. ..... 30 00
Sun No. 1 ..... 20 00
Sun. No. 2 ..... 22 00

**SWEEPERS—**
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. .....$ 60 00
Club, jap., cyco bearing .... 120 00
Champion, jap. fittings .... 45 00
Grand, jap., cyco b.b. ..... 58 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. ..... 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings..... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00
Little Daisy ..... 2 00
Little Queen ..... 3 00

**TRAPS (GAME)** Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 ..... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

**TUBS, WOOD**
No. 0, per dozen ..... $26 40
No. 1, per dozen ..... 23 10
No. 2, per dozen ..... 20 90
No. 3, per dozen ..... 17 60
F.O.B. Newmarket.

**TWINE, BINDER** per ft.
550 feet ..... 0 17¼
550 feet ..... 0 18¾
600 feet ..... 0 20¼
650 feet ..... 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ½ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb. ... ...$0 44
Cones, 3-ply, lb. ... ... ... 0 40
Do., 4-ply, lb. .. ..... 0 43

**VALVES AND COCKS**
Compression work—Standard..43%
Fuller work—Standard ..... 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 ..... 30%
Bath cocks—Compression ... 32%
Flatway stop and waste cocks, Standard ... ... .. ..... 46%
Roundway stop and waste cocks—Standard ... ... .. 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc ..... 58%
Globe, angle and check valves, standard ... ... .... .... 20%
Gate or Straightway.....16/10%
Jenkins Gate Valve .....10/7%
Jenkins Globe .....10/10%
J.M.T. ..... 20%
J.M.T. C. ..... 25%
J.M.T. gate valves .. ..... .25%
Emco. Globe & Check ..... 20%
F.O.B. Toronto.

**Penberthy Brass Valves**
Gate Valves ..... 15%
Regrinding Valves ..... 10%
Swing Check Valves..... 5%
Compodisk Valves ..... 10%

**VALVES, FOOT**

| | Blk. | Galv. |
|---|---|---|
| 1¼ ... ..... | 0 58 | 0 83 |
| 1½ ... ... ..... | 0 72 | 1 10 |
| 2 ... ... ..... | 0 99 | 1 60 |

**WARES, ETC.**
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b Montreal, Toronto, London, Hamilton.

**WASHERS, WROUGHT**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. .. | $3 00 | $4 00 | $4 00 |
| Section, ½ lb., per 100 lbs. .. | 3 00 | 4 50 | 4 50 |
| Solid, 3 to 30 lbs., per cwt. ..... | 2 50 | 3 50 | 3 50 |

**WHEELBARROWS**
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. ..... 78 75
Light Garden, doz..... 85 00
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier ..... Base
No. 10 ..... $0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

**WRENCHES, STILLSON**

| | each |
|---|---|
| 6 inch ..... | $2 00 |
| 8 inch ..... | 2 25 |
| 10 inch ..... | 2 50 |
| 14 inch ..... | 3 50 |
| 18 inch ..... | 5 00 |
| 24 inch ..... | 7 25 |
| 36 inch ..... | 13 50 |

Discount, 50% Canadian pattern; 40% on genuine.

**WRENCHES, CRESCENT**, list plus 10%.

**WRINGERS, CLOTHES**
Domestic, No. 531E .....$115 00
Dom. Bench, No. 541EB .... 174 00
Favorite, No. 511E ..... 105 00
Favorite, No. 512 ..... 112 00
Royal Canadian .....94 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 231E ..... 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E ..... 95 00
Warranty ..... 115 00
Bicycle, 11 in. ..... 105 00
Eze ..... 102 00
Rapid ..... 92 00
Eureka ..... 64 00
Blue Belle ..... 115 00
Do., Folding B ..... 164 00
Rival ..... 105 00
Model ..... 91 00
Imperial ..... 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

# TINKER TOM'S TALKS.

Tinker Tom Talk No. 330

The Canadian National Exhibition just closed at Toronto (a wonderful show!) has as its motto:

## "BUSINESS IS GOOD"

It's a grand feeling these days to have the shop running full once more, and that's how we feel.

This is due, no doubt, to the good friends we have in the trade who appreciate the quality of Premier Galvanized Steel Sheets, and if you keep it up so will we.

TINKER TOM

*If interested tear out this page and place with letters to be answered.*

# Paints, Oils, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb., bbls .. | 0 09 | 0 10 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 06-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, lb. ..... | 06-09½ |
| Do., pure ..... | 16-18 |
| Imp. green, 100-lb. kegs.. | 22-23 |
| Chrome green, pure ..... | 50-56 |
| Chrome yellow ..... | 30-45 |
| Brunswick green, 100-lb. keg ..... | 11-14½ |
| Indian red, 100-lb. keg.... | 15-20 |
| Do., No. 1, 100-lb. keg..... | ..-08 |
| Lamp black ... ... ... ... | 25-30 |
| Venetian red, best bright.. | 06½-09 |
| Do., No. 1 ..... | 03¾-05½ |
| Drop black, pure dry ..... | ..-20 |
| Golden ocre, 100-lb. kegs | ..-09 |
| White ochre, 100-lb. keg.. | ..-06 |
| Do., barrels ..... | ..-05 |
| Yellow ochre, barrels . | .03½-05 |
| French ochre, bbls. . ... | ..-08 |
| Spruce ochre, 100-lb. kegs. | 05-08 |
| Can. red oxide, bbls. . .. | ..-08 |
| Super magnetic red ... | 0 05 |
| Vermillion .. .... ... ... | 1 35 |
| English vermillion ..... | 2 25 |

F.o.b. Montreal, Toronto.

| COLORS IN OIL, PURE | 1 lb. tins |
|---|---|
| Venetian red ..... | 0 27 |
| Indian red ..... | 0 36 |
| Chrome yellow, pure ..... | 0 70 |
| Golden ochre, pure ..... | 0 35 |
| French spruce ochre, pure.. | 0 30 |
| Greens, pure ..... | 0 35 |
| Siennas ..... | 0 36 |
| Umbers ..... | 0 36 |
| Ultramarine blue ... .... | 0 70 |
| Prussian blue ... ... . .. | 1 20 |
| Chinese blue .. ... .. .. | 1 20 |
| Drop black ... ... ..... | 0 42 |
| Ivory black ... ... ... .. | 0 44 |
| Signwriters' black, pure . | 0 48 |
| Lampblack .. ... .. .... | 0 48 |
| Imperial black, 25-lb. irons | 0 39 |

F.o.b. Montreal, Toronto.

| ENAMELS (White) | Gal. |
|---|---|
| Dougall white enamel .... | $ 7,43 |
| Vitralite ... ... ... ... | 7 77 |
| Duralie .. .... ... ..... | 5 95 |
| Old Dutch ... ... ..... | 6 27 |
| B-H "White" Enamel .. | 8 00 |
| Martins, White ... ... .. | 7 00 |
| Satinette ... .. ... ..... | 6 23 |
| C.P. Co. Albagloss ... .... | 6 30 |
| C.D. Master Painters' .... | 8 20 |
| Mooramel . ... ... ... .. | 7 00 |
| Sunshine, white ... ..... | 7 00 |
| Kyanize ... ... ... ..... | 8 00 |
| Solpar ... ... ... ... ... | 4 50 |
| Paripan ... ... ... ... .. | 9 00 |
| Jasperlac .. ... ... ..... | 5 00 |
| Invincible .. ... ... ... . | 7 50 |
| Hillcrest ... .. ... ..... | 7 00 |
| Amelite A. & E. ... .... | 8 40 |
| Adelite, A. & E. ... .... | 6 15 |
| Floglaze ... .. ... ... .. | 5 00 |

| GLUE | Per lb. |
|---|---|
| English, sheet ... . ..... | 24 30 |
| White pigsfoot ... ..... | ..-50 |
| Cake bone, 112-lb. bags. | 24-30 |
| Hides, 112-lb. bags ..... | 30-32 |
| Ground glues, 112-lb. bags— | |
| English, per lb. ..... | 22-24 |
| Canadian, per lb. ..... | 16-18 |

**GLASS LIST**

| United In. | Star or Double 16 oz. | or 24 oz. |
|---|---|---|
| Up to 25 ... ....$ | 11,00 | $ 16 40 |
| 2 to 40 ... ... | 14 00 | 20 90 |
| 41 to 50 .. .... | 15 00 | 23 00 |
| 51 to 0 ... ... | 16 00 | 24 00 |
| 1 to 70 ... ..... | 17 00 | 25 00 |
| 71 to 80 ... ... ..... | | 27 00 |
| 81 to 84 ... ... ..... | | 34 00 |
| 85 to 90 ... ... ..... | | 36 50 |
| 91 to 94 ... ... ..... | | 37 25 |
| 95 to 100 ... ... ..... | | 43 75 |

Discount box glass—For Montreal glass prices, see other list. Toronto, 50%; London, 50%.

Cut size sheet glass, 70 per cent. off of November, 1920.

**MONTREAL WINDOW GLASS LIST.**
In case lots—June 30th, 1921.

| | Star | D.D. |
|---|---|---|
| Up to 25 ... .....$ | 5 50 | $ 9 05 |
| 26 to 40 ..... | 6 95 | 11 40 |
| 41 to 50 ..... | 7 65 | 12 55 |
| 51 to 60 ..... | 7 95 | 13 05 |
| 61 to 70 ..... | 8 35 | 13 65 |
| 71 to 80 ..... | 8 80 | 14 40 |
| 81 to 84 ..... | 10 30 | 17 70 |
| 85 to 90 ..... | 10 85 | 18 55 |
| 91 to 95 ..... | | 20 80 |
| 96 to 100 ..... | | 22 60 |

**GLAZIERS' POINTS**
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, pure . . . | 11 50 | 11 95 |
| Champion, pure ... | 11 50 | 11 95 |
| Crown Diamond, pure | 11 50 | 11 95 |
| Green Seal . . ... | 11 50 | 11 95 |
| I.V. Perfection .. . | 11 50 | 11 95 |
| Ramsay's Pure . . | 11 50 | 11 95 |
| Moore's Pure . ... | 11 50 | 11 95 |
| Tiger, pure .. .... | 11 50 | 11 95 |
| O.P.W., Dec. pure. | 11 50 | 11 95 |
| Red Seal . . ... . | 11 50 | 11 95 |
| Elephant Genuine .. | 12,00 | 12 45 |

B. B. Genuine Lead, less than tons, Montreal, $12.75, Toronto, 13.20.

| LEAD (RED DRY) | Per 100 lbs. |
|---|---|
| Genuine, 560 lb. casks .... | $13 00 |
| Genuine, 100 lb. casks ..... | 14 00 |
| Less quantity ..... | 15 00 |

F.o.b. Montreal, Toronto.

| Lead (red in oil) ... ... ... | .... | .... |
|---|---|---|
| 25s ... ... ... ... ... ... | | 0 18 |
| 10s ... ... ... ... ... ... | | 0 19 |
| 5s ... .. .. .. .. .. .. .. | | 0 20 |
| 1s ... ... ... ... ... ... | | 0 23 |

F.o.b. Toronto, Montreal, Hamilton.

**LINSEED OIL**
For prices see weekly report.

**LITHARGE**

| | |
|---|---|
| Casks, per cwt. ... ... ... | $12 00 |
| Smaller quantities, per lb... | 0 15 |

**LIQUID, BRONZING**

| | |
|---|---|
| Bronzing liquid, No. 1. | $1.55-$2.15 |
| Banana oil, gal. ..... | 4.25 |

F.o.b. Montreal, Toronto

| MURESCO ..... | Per 100 lbs. White | Tints |
|---|---|---|
| 350-lb. bbls. ... .... | $7 15 | $8 25 |
| 200-lbs., half bbls. ... | 8 00 | 9 10 |
| 100-lbs., kegs ..... . | 8 25 | 9 35 |
| Cases 20 5-lb. pkgs.. | 8 80 | 9 90 |

F. O. B. Toronto.

**OILS—**

| | |
|---|---|
| Fly, Creonoid— | |
| Barrels, per gal. ... .....$ | 0 65 |
| Half-barrels, per gal. .... | 0 70 |
| 5s and 10s, per gal. ..... | 0 80 |
| 1s (1 doz.) ... ... ..... | 13 00 |
| ½ gal. cans, 1 doz. to case. | 9 00 |

**PAINTS. PREPARED**
See weekly report.

**Note—Prices on ready-mixed paints and white lead have been revised. The changes are enumerated in the weekly paint market pages.**

| | |
|---|---|
| B.-H. Floor ... ... ... .... | 3 05 |
| B.-H. Porch Floor ... ... .. | 4 10 |
| Crown Diamond, white ... . | 4 20 |
| Crown Diamond, colors ... . | 3 85 |
| Crown Diamond Floor .. .. | 3 70 |
| Crown Diamond, porch ..... | 3 80 |
| Do., Flat Wall Tone, white. | 3 85 |
| Do., colors ... ... ... ... | 3 75 |
| Moore's House colors, white | 4 35 |
| Do., House Colors, colors. | 4 10 |
| Do., Preservo Paint, white | 2 95 |
| Do., colors ... ... ... .. | 2 85 |
| Do., floor paint ... ... ... | 3 80 |
| Do., Sani-Flat ... ... ... | 3 80 |
| Moore's Porch and Deck Paint | 4 10 |
| I.V. Elastica, white ... ... | 3 95 |
| I.V. Elastica, colors ... ... | 3 70 |
| I.V. Flatine, int. wall, white. | 3 85 |
| I.V. Flatine, int. wal, colors | 3 75 |
| Jamieson's Crown Anchor .. | 3 85 |
| O.P.W. Canada Brand, white | 4 45 |
| O.P.W. Canada Brand, colors | 4 10 |
| O.P.W. Canada Brand, floor. | 3 95 |
| O.P.W. Flat Wall, white ... | 3 85 |
| O.P.W. Flat Wall, colors.... | 3 75 |
| Ramsay's Pure, white ..... | 4 30 |
| Ramsay's Pure, colors ..... | 3 95 |
| Ramsay's floor ..... | 3 80 |
| Ramsay's porch ..... | 3 95 |
| Glidden's white ..... | 4 45 |
| Glidden's colors ..... | 4 10 |
| Martin-Senour, 100%, white.. | 4 45 |
| Martin-Senour, 100%, colors.. | 4 10 |
| Martin-Senour, Porch Paint.. | 4 10 |
| Martin-Senour, Neutone, white | 3 85 |
| Martin-Senour, Neutone, colors | 3 75 |
| Martin-Senour, Floor Paint.. | 3 95 |
| Sherwin-Williams, white .... | 4 45 |
| Sherwin-Williams, colors .... | 4 10 |
| Sherwin-Williams, floor ..... | 3 95 |
| Sherwin-Williams, porch paint | 4 10 |
| Flat Tone, white ..... | 3 85 |
| Flat Tone, colors ..... | 3 75 |
| Maple Leaf, white ..... | 4 45 |
| Maple Leaf, colors ..... | 4 10 |
| Maple Leaf, floor ..... | 3 95 |
| Pearcy's Prepared, colors .... | 3 60 |
| Pearcy's Prepared, white .... | 4 00 |
| Pearcy's Prepared, floor ..... | 3 30 |
| A. & E. Adelite, white ..... | 4 45 |
| Do., colors ..... | 4 10 |
| Do., Industrial white ..... | 3 50 |

**Barrett Products**

| Everjet Elastic Carbon Paint— | Mont. | Tor. |
|---|---|---|
| Barrels, per gal..... | 0 80 | 0 80 |
| Half-barrels, per gal. | 0 85 | 0 85 |
| 5s and 10s, per gal... | 0 95 | 0 95 |
| 1s, per case, doz. .. | 12 00 | 10 50 |

| Everjet Black Enamel— | | |
|---|---|---|
| Crates 2 doz., 8 oz.. | $1 45 | $1 45 |
| Crates 12 doz., 8 oz. | 1 40 | 1 40 |
| 1-gal. cans, gal ... | 1 50 | 1 50 |
| 5-10 gal. cans, gal... | 1 35 | 1 35 |
| Barrels-half bbls., gal | 1 25 | 1 25 |

| Carbosota Liquid Creosote Oil— | | |
|---|---|---|
| Barrels ..... | 0 60 | 0 60 |
| Half barrels ..... | 0 65 | 0 65 |
| 5s and 10s, gal ... | 0 75 | 0 95 |
| 1s (case 12 gals.)... | 8 50 | 9 50 |

| H.. T. & A. Co.'s Creosote Oil— | |
|---|---|
| Barrels ..... | 0 45 |
| Half-barrels ..... | 0 50 |
| 5s and 10s ..... | 0 60 |

F.o.b Montreal, Toronto

| PARIS GREEN | 100-lb. lots |
|---|---|
| ½-lb. paper cartons, per lb | 0 52 |
| 1-lb. paper cartons, per lb. | 0 50 |
| ½-lb. tins, per lb. ... ... | 0 54 |
| 1-lb. tins, per lb. ..... | 0 52 |
| 25-lb. tins, per lb. ..... | 0 48 |
| 50 and 100-lb. drums, per lb. | 0 46 |
| 250-lb. kegs, per lb. ... | 0 44½ |
| 00-lb. barrels, per lb. ..... | 0 44 |

Terms, 1 per cent. 15, or 30 days net.

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points ¼c per lb. extra.

**PUTTY**
See weekly report.

**ROSIN—**

| In barrel lots | Per 100 lbs. | |
|---|---|---|
| G., medium grade ... | 5 00 | 7 50 |
| Water white ... .... | 7 00 | 9 50 |

| SHELLAC | Pure White. | Pure. Orange. |
|---|---|---|
| | Per Gal. | |
| In bbls. ..... | 3.55-4.25 | 3.15-3.75 |
| Gal. jugs . . . | 4.15-4.75 | 3.75-4 25 |

F.o.b. Toronto, London, Montreal.

| SHINGLE STAINS | Ord. Colors. | Greens |
|---|---|---|
| M.L. Creosot .... | 1 40 | 1 60 |
| Soligum ... ..... | 1 25 | 1 60 |
| Martin Senours .. | 1 40 | 1 60 |
| Elastica ... .... | 1 40 | 1 60 |
| Hillcrest ... .... | 1 40 | 1 60 |
| "C.D." Shingle Stain ... ..... | 1 35 | 1 50 |

| TAR | Mont. | Toronto. |
|---|---|---|
| Coal tar, refined . | 10 25 | 10 50 |
| Do., crude ... ... | 9 00 | 9 25 |

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans ... ... | 3 00 |
| B. H. Vanisher ... ... .... | 3 60 |
| Chalco ... ... ... ... ..... | 3 60 |
| Klensa ... ... ... ... ... .. | 3 60 |
| Cumoff. ... ... ... ..... | 3 60 |
| Dougall Lingerwett .. ..... | 3 25 |
| Takeoff ... ... ... ... .. | 3 60 |
| O.P.W. Presto ... ... ..... | 3 60 |
| Solvo ... ... ... ... ..... | 3 60 |
| Varn-off ... ... ... ... . | 3 25 |
| Adelite ... ... ... ... ... | 3 60 |

| VARNISHES | Per gal. cans |
|---|---|
| B.-H. Floors ... ... ... .. | 4 80 |
| B.-H. Maritime Spar ... .. | 6 03 |
| B.-H. Hard Oil ... ... ... | 3 24 |
| B.-H. Gold Medal ... ..... | 4 02 |
| Elastilite ... ... ... ... .. | 3 85 |
| Granitine Floor Finish .... | 3 85 |
| Hydrox Spar ... ... ... .... | 3 95 |
| C.P.C. Sun Varnish ..... | 4 80 |
| C.P.C. Sun Aero Spar..... | 4 50 |
| C.P.C. Sun Waterproof Floor. | 4 40 |
| I.V. Elastica, No. 1 ..... | 5 74 |
| Do., No. 2 ..... | 5 25 |
| Do., Floor ..... | 4 88 |
| Jasperite Interior and Exterior ..... | 3 75 |
| Jasperite Indestructo, floor .. | 3 75 |
| Jasperite Pale Hard Oil ..... | 2 75 |
| P. & L. No. 61 ..... | 5 00 |
| Jamieson's Copaline ..... | 4 25 |
| M-S Marble-lte Floor ..... | 4 87 |
| M-S Wood-Var ..... | 4 87 |
| M-S Durable Spar ..... | 5 78 |
| M-S Finest Interior ..... | 5 23 |
| Moorlastic Floor ..... | 4 25 |
| T. 45 Floor ..... | 3 50 |
| Moorvar Interior ..... | 3 25 |
| Moore's Spar ..... | 5 00 |
| Elastic Interior ..... | 3 1[illegible] |
| Mar-not ..... | 4 40 |
| Quick Action House ..... | 2 6[illegible] |
| Rexspar ..... | 5 64 |
| Scar-Not ..... | 5 13 |
| Solpar, Spar Marine ..... | 6 00 |
| Solpar House Spar ..... | 4 50 |
| Solpar Floor ..... ..... | 4 50 |
| Solpar Interior ..... ... | 3 50 |
| Kyanize Spar ..... | 5 15 |
| Kyanize Cabinet Rubbing... | 4 85 |
| Kyanize Interior and Floor.. | 4 85 |
| Luxeberry light ..... | 4 75 |
| Luxeberry granite ..... | 4 90 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 75 |
| Ramsay's Agate Floor ..... | 3 95 |
| Ramsay's 400 Hard Oil ..... | 3 25 |
| Ramsay's, No. 720 ..... | 3 00 |
| Crown Diamond Floor ..... | 4 25 |
| "C.D. Big 4" Exterior..... | 5 00 |
| "C.D. Big 4" Interior..... | 4 50 |
| "C.D. Big 4" Floor ..... | 4 40 |
| C. D. General Purpose ..... | 4 15 |
| C. D. Furniture ..... | 2 05 |
| Dougall Univarnish, clear.. | 4 40 |
| Dougall Transparent, spar. | 4 90 |
| Dougall Transparent, floor. | 4 40 |
| Copalite ..... ..... | 4 00 |
| Adelite, No. 103, Floor ..... | 4 50 |
| Adelite, No. 105, Flat ..... | 4 56 |
| Adelite, No. 100, Spar ..... | 6 00 |

F.o.b. Montreal, Toronto.

**WATER PAINTS**

| | | |
|---|---|---|
| Rockface, bbls., 250 lb. .... | 0 05 | |
| Opalite, 300 lb. bbls. .... | 0 13½ | |
| Opalite, 100 lb. pkgs. .... | 0 14½ | |
| Opali v5.G.] — | | |
| 1 gal. packages, per pkg. . | 0 75 | |
| ½ gal. package, per pkg. . | 0 40 | |

| WATER PAINTS 5-lb. pkgs. | (per 100-lbs.) White. | Colors. |
|---|---|---|
| Decotint ... ... ... | 9 00 | 9 00 |
| Coralite ... ... ... | 9 50 | 9 50 |
| Perfecto ... ... ... | 8 50 | 9 50 |
| Solpar ... ... .... | 8 80 | 9 90 |
| C. D. Wall Coating, white... | 8 75 | |
| Do., colors ..... | 9 25 | |
| A. & E. Hygiene Kal. | 0 42 | 0 48 |
| Do. in 100 lb. kegs | 0 09 | .... |
| Do., in 300 lb. bbls. | 0 08 | .... |

**WASTE**

| | | |
|---|---|---|
| Cream, Polishing | 0 19½ | 0 20.. |

**WHITE**

| | | | |
|---|---|---|---|
| XXX....0 | 18½ | XXX ex. .. | 0 17 |
| XX.... 0 | 16½ | XX grad. . | 0 16 |
| X..... 0 | 15½ | XLCR . . . | 0 15 |
| XC.... 0 | 14½ | X empire . | 0 14 |
| | | X press . . | 0 13 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 1... 0 | 13½ | Fancy . . | 0 14 |
| No. 1A. 0 | 11½ | Lion . . . | 0 12½ |
| No. 17. .0 | 12½ | Standard. . | 0 11 |
| N. 1B.. 0 | 10½ | Popular . . | 0 10 |
| | | Keen.. . .. | 0 09 |

Above lines subject to trade discount for quantity.

**WAX**

| | |
|---|---|
| B. H. Wax ... ... ... ... | 0 50 |
| Berry Bros. ... ... ... ... | 0 70 |
| Imperial Floor Wax ... .. | 0 40 |
| Anchor ... ... ... ... .. | 0 38 |
| O.P.W. Lion Brand ... .. | 0 50 |
| Old English .. .... ... ... | 0 67 |
| Johnson's ... ... ... ... .. | 0 67 |
| Jamieson's liquid wax, gal. . | 3 50 |
| Ramsay's ... ... ... ... .. | 0 45 |
| Martin-Senours ... ... .... | 0 58 |
| I.V. Wax ... ... ... ..... | 0 59 |
| Sherwin-Williams ... ... .. | 0 60 |
| Solpar ... ... ... ... .... | 0 40 |
| Crown Diamond ... ... ... | 0 45 |
| Hillcrest ... ... ... ... .. | 0 45 |
| Plymouth Rock ... ... .... | 0 60 |
| Champion white ... ... .. | 0 50 |

F.o.b. Montreal and Toronto.

**WHITING**

| | |
|---|---|
| Gilders, bolted, in bbls ..... | 3 20 |
| WOOD ALCOHOL ... ... | Per gal. |
| In five gallons ... ... ..... | $1 75 |
| Methylated Spirits ..... | 1.90-2.55 |

F.o.b. Montreal, Toronto, London.

# GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

*Write, Wire or Phone for Prices*

**Hobbs Manufacturing Company, Limited.**

MONTREAL TORONTO LONDON WINNIPEG

**Your trade is entitled to the best article procurable for a given purpose, price being equal**

**AERO SASH CORD**

**WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.**

**Manufactured by**

**THE AERO MFG CO., LIMITED**

**LENNOXVILLE - - QUEBEC**

***Western Agents:* The H. L. Perry Co., Limited, Winnipeg, Man.**

# Window Glass

*Also Plate, Figured, Bent, and Ornamental Glass*

RED

*Stained, Wired, Mirror*

***Order Early***

**The Toronto Plate Glass Importing Co., Limited**

**Don Roadway Toronto**


*If interested tear out this page and place with letters to be answered.*

# Winnipeg Hardware Quotations

**AMMUNITION**

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

**AMMUNITION, DOMINION**

| | Blk. List | Lesmok List | Smkless List |
|---|---|---|---|
| BB Caps | ..... | ..... | $ 7 00 |
| 22 Short | ..... | $10 00 | 10 70 |
| 22 S. Mush. | ..... | ..... | 11 50 |
| 22 Long | ..... | 12 00 | 15 00 |
| 22 L. Mush. | ..... | ..... | 16 00 |
| 22 L.D. do. | ..... | ..... | 18 70 |
| 22 L. Rifle | ..... | 14 00 | 17 50 |
| 25 Short | $23 50 | ..... | ..... |
| 32 Short | 23 50 | ..... | 70 00 |
| 25/20 | ..... | ..... | 70 00 |
| 25 Colt Auto | ..... | ..... | 53 00 |
| 30 Mausey | ..... | ..... | 91 00 |
| 32 S. & W. | ..... | ..... | 42 00 |
| 32 S. Colt | 33 50 | ..... | ..... |
| 32 Colt Auto | ..... | ..... | 63 00 |
| 32/30 | ..... | ..... | 70 00 |
| 38 S. & W. | ..... | ..... | 54 50 |
| 44 G. Getter | ..... | ..... | 66 50 |
| 44/40 | ..... | ..... | 84 00 |
| 455 Target | ..... | ..... | 85 00 |
| 250 Sav. H.P. | ..... | ..... | 160 00 |
| 280 Ross | ..... | ..... | 209 00 |
| 25/35 | ..... | ..... | 125 50 |
| 30/30 | ..... | ..... | 144 50 |
| 303 Savage | ..... | ..... | 144 50 |
| 303 British | ..... | ..... | 190 00 |
| 32/40 | ..... | ..... | 121 50 |
| 32 Special | ..... | ..... | 144 50 |
| 32 Rem. Rim. | ..... | ..... | 144 50 |
| 33 Win. | ..... | ..... | 190 00 |
| 35 Rem. Rim. | ..... | ..... | 159 50 |
| 351 Self Ldg. | ..... | ..... | 121 50 |
| 38/55 | ..... | ..... | 152 00 |
| 45/70-405 | 133 00 | ..... | ..... |

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

**ANVILS**

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

**AUGER BITS**

Standard List Prices per Dozen.

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices.

Irwin .....15% off list

Common .....30% off list

**AXES**

| | | |
|---|---|---|
| Single Bit | $15 50 | $19 00 |
| Double Bit | ..... | 24 00 |
| Broad Axes | | 60 00 |

**AXES, BENCH**

| | |
|---|---|
| No 2 | $ 20 52 |
| No 3 | 23 10 |
| No 4 | 25 14 |
| No. 5 | 27 70 |
| No. 6 | 30 80 |

**BAR IRON**

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

**BARS, CROW,** $12.00 per 100 lbs.;

**BELT LACING**

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

**Blue Stone (Vitriol), 11½c.**

**BELTING**

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double" list is just twice the

**BOARD, BEAVER** Per M ft.

1,000 ft. to 5,000 ft..... $51.50

**BOILERS, RANGE**

30-gal., each .....$ 10 00

**BOLTS—**

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

**BORAX** Borax, per lb., 12c.

**BUTTS**

Plated—No. 241 Antique Copper and Dull Brass Finish.

| | Per Set |
|---|---|
| 2½ x 2½ in. | 0 36 |
| 3 x 3 in. | 0 37 |
| 3½ x 3½ | 0 38 |
| 4 x 4 in. | 0 50 |
| 4½ x 4½ | 0 75 |
| 5 x 5 in. | 1 30 |

Wrought Steel—

| | |
|---|---|
| No. 800 | net prices |
| No. 804 | net prices |
| No. 838 | net prices |
| No. 840 | net prices |

**CARPET FELT** Per Roll

| | |
|---|---|
| 16 oz.—50 lbs. | 4 70 |
| 20 oz.—54 lbs. | 5 90 |

**CHAIN**

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

**CHIMNEYS LAMP**

A, crimp top, per doz., $1.70; B. per doz., $1.90; Rochester plain top, per doz., $2.40.

**CHOPPERS, FOOD**

Universal, No. 0, $2.30; No 1, $3.15; No. 2, $3.75; No. 3, $5.00.

**CHURNS**

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

**CLEVISES, MALL, 21c per lb.**

**CLIPPERS, HORSE** Each

| | |
|---|---|
| Stewart, No. 1 | $10 88 |
| Hand, Newmarket | 3 50 |

**CLOCKS—Alarm**

| | Each |
|---|---|
| Big Ben | $3 85 |
| Baby Ben | 3 85 |
| America | 1 80 |
| Sleepmeter | 2 35 |

**CLOTHES LINE WIRE** Doz

| | |
|---|---|
| 50 foot, 19 g. | $4 40 |
| 100 foot, 19 g. | 7 25 |

**COPPER**

Sheet and planished copper, 60c per lb. Tinned, 75c.

**CORD SASH**

Coils or Hanks.

8, 9, 10 ..... $0 53 lb.

**DRILLS**

See Eastern list.

| | |
|---|---|
| Bit stock discount | 40% |
| Blacksmiths' ½ inch shank | 25% |
| Straight shank | 25% |
| Do., wire | 25% |
| Taper shank | 25% |

**EAVETROUGH**

Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.

Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

**ENAMELWARE**

See Wares.

**FILES**

| | |
|---|---|
| Globe | Discount 57½% |
| Nicholson Gen. | Discount 35% |

**FITTINGS—Malleable**

| | |
|---|---|
| Class A | 55% |
| Class B and C, off new list. | 65% |
| Bushings | 20% |
| Unions, "Dart"— | |
| ¼ to 2-in. | Net list |
| ⅛, 2½, 3½ and 4-in. | Net list |
| Nipples, 4 in. and under | 40% |

**FRY PANS** Each

| | |
|---|---|
| Cast iron, No. 8 | $1 05 |
| No. 9 | 1 15 |

**GALVANIZED WARE**

See Wares.

**GLASS, WINDOW**

| | Single | Double |
|---|---|---|
| Up to 25-in. | $ 7 50 | .... |
| 26 to 40 in. | 9 22 | 14 18 |
| 41 to 50 in. | 9 98 | 14 86 |
| 51 to 60 in. | 10 30 | 15 82 |
| 61 to 70 in. | 10 70 | 16 42 |

**GLASS (Plate)**

60 per cent.

**GLOBES, LANTERN** Doz

| | |
|---|---|
| Cold Blast | $ 1 50 |
| Short | 1 50 |
| Genuine Ruby | 5 00 |

**GRIDDLES, PANCAKE**

| | |
|---|---|
| Round, No. 1 | $1 05 |
| No. 2 | 1 15 |
| Oblong, No. 8L | 1 10 |
| No. 9L | 1 25 |
| No. 3 | 1 00 |

**GRINDSTONES**

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

**HARVEST TOOLS.** 50% and 10%.

**HAMMERS— Adze-Eye, Plain**

| | Doz. |
|---|---|
| No. 0, 1½ lb. | $20 20 |
| No. 1, 1¼ lbs. | 19 05 |
| No. 1½, 1 lb. | 18 95 |
| No. 2, 13 oz. | 18 50 |
| No. 22, 1¼ lbs. | 15 00 |
| No. 21, 1 lb. | 13 65 |

**Bell Face** Doz.

| | |
|---|---|
| No. 61, 1¼ lbs. | $19 05 |
| No. 61½, 1 lb. | 18 95 |
| No. 62, 13 ozs. | 18 50 |
| No. 65, 1¼ lbs. | 15 00 |
| No. 64, 1 lb. | 13 65 |

**HAMMERS, MACHINISTS'**

| | Doz. |
|---|---|
| No. 30 up to and including | |
| No. 1 | $13 85 |
| No. 1½ | 16 15 |
| No. 2 | 18 50 |
| No. 2¼ | 20 20 |

**HAMMERS, MASONS'**

No. 43, 5 lb. and over, $28 per cwt.

**HAMMERS' STRIKING**

Double face, No. 38, 5 lbs., $17.00. per cwt.

**HINGES**—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

**HORSESHOES**

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

**HOSE, GARDEN**

| | 3-ply | Per 100 ft. Multiple |
|---|---|---|
| ½ in. | $13 00 | $21 00 |
| ⅝ in. | 16 00 | ..... |
| ¾ in. | 17 00 | 28 00 |

**IRON, GALVANIZED**

| | Apollo or "Fleur Premier de Lis" |
|---|---|
| 10¾ oz. or 28 Eng. | $9 85 |
| 28 Am. or 26 Eng. | 9 45 |
| 26 Am. or 26 Eng. | 8 95 |
| 24 | 8 80 |
| 22 | 8 80 |
| 18 and 20 | 8 65 |
| 16 | 8 50 |

**IRONS, SAD**

Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.

| | |
|---|---|
| Mrs. Potts' No. 55, set | $2 60 |
| Mrs. Potts, No. 50, set | 2 70 |

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

**JACKSCREWS**

15% on list.

**KNIVES—HAY**

| | |
|---|---|
| Heath's | $17 50 |
| Lightning | 17 50 |

**LADDERS, STEP**

Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

**LADDERS, EXTENSION**

20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

**LANTERNS**

Cold Blast

| | |
|---|---|
| No. 2 Japaned | 13 50 |
| No. 2, Coppered | 16 25 |
| No. 2, plain | 12 75 |
| Short Globe, doz. | 12 75 |

**LATCHES—THUMB SLIDE**

| | |
|---|---|
| 102 | $2 40 |
| 103 | 2 45 |
| 104 | 2 85 |
| Barn Door | |
| 5 | 3 85 |
| 8 | 4 25 |
| 9 | 6 50 |

**LEAD PIPE,** $12.06.

**LEAD WASTE,** $12.96.

**WHITE LEAD**

Decorators' pure, 25 lb. drums, $13.10 per 100 lbs.

**LINSEED OIL**

See weekly report.

**MACHINES—WASEING**

| | |
|---|---|
| Dowswell | $9 55 |
| New Century | [illegible] |
| Canadian | 10 85 |

**MATTOCKS**

Pick, $14.25; cutter, $14.25.

**MOPS**

| | |
|---|---|
| O-Cedar, No. 1 | $16 00 |
| O-Cedar, No. 3 | 16 00 |
| Self-wringing | 6 70 |
| Mop Handles | 2 10 |

**MOWERS—LAWN**

| | 12 in. | 14 in. | 16 in. |
|---|---|---|---|
| Woodyatt | $ 12 00 | $12 75 | |
| Empress | 14 25 | 15 00 | |
| Daisy | 8 75 | 9 50 | |
| Star | 7 40 | 7 85 | |
| K—3-blade | 9 60 | 10 25 | 10 60 |
| C—4-blade | 10 70 | 11 25 | 11 75 |
| BB—4-bld. | 12 45 | 13 00 | 13 65 |

**NAILS**

Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

**NAILS, HORSE, 25-lb. Box**

| | MRM | Capewell | New Peerless |
|---|---|---|---|
| No. 4 | .... | .... | $7 75 |
| No. 5 | $5 25 | $7 00 | 5 75 |
| No. 6 | 5 00 | 6 75 | 5 50 |
| No. 7 | 4 75 | 6 50 | 5 25 |
| No. 8 | 4 75 | 6 25 | 5 00 |
| No. 9 | 4 00 | 5 00 | 4 75 |

# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

# Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

# G. F. Stephens & Co., Limited

***Paint and Varnish Makers***

**Winnipeg** **Calgary** **Edmonton**

*If interested tear out this page and place with letters to be answered.*

# Winnipeg Hardware Quotations—Continued

**NETTING—POULTRY**

| | |
|---|---|
| 48 mesh x 24 in. | $6 66 |
| 30 in. | 8 92 |
| 36 in. | 10 56 |

**NUTS**

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

**OAKUM**

| | |
|---|---|
| Clipper, spun, bale 50 lbs. | $11 50 |
| Clipper, unspun, bale, 50 lbs. | .... |
| Plumbers, bale 50 lbs. | 5 00 |

| **OILS—** | Gallon |
|---|---|
| Kerosene | 0 20½ |
| Gasoline | 0 39 |
| White Rose Gasoline | 0 39 |
| En-ar-co Motor Oil, med. and heavy | 1 15 |
| Do., ext. heavy | 1 25 |
| Black (summer) | 0 32½ |
| Black (winter) | 0 33 |
| Imperial kerosene tractor | 1 35 |
| Capital cylinder | 0 96½ |
| Castor machine | 0 60½ |
| Imperial gas engine | 0 65 |
| Discount 10%. | |
| Polarine | 1 25 |
| Polarine A | 1 25 |
| Polarine heavy | 1 25 |
| Gargoyle Mobile A | 1 71½ |
| Gargoyle Mobile B | 1 81½ |
| Gargoyle Mobile BB | 1 81½ |
| Gargoyle Mobile E and Arctic | 1 56½ |
| Fuel oil | On application |
| Discount 25%. | |
| Wm. Penn Motor, medium | 1 25 |
| Do., heavy | 1 25 |
| French C, medium | 0 60 |
| French A, heavy | 1 00 |
| Transmission, No. 1 | 1 00 |
| Steam sylinder, No. 650C. | 1 00 |
| Volunteer, reg. gas engine | 0 65 |
| Century caster machine | 0 50 |
| Melrose Harvester machine | 0 70 |
| 25% and 10%. | |

**PAINTS, PREPARED**

See weekly report.

(1 gallon can basis)

| | |
|---|---|
| Stephens' white | $4 60 |
| Stephens' colors | 4 25 |
| Stephens' floor | 4 10 |
| Silkstone white | 4 00 |
| Silkstone colors | 3 90 |
| Stephens' barn | 2 35 |
| Stephens' barn, extra color | 2 55 |
| Lion white | 4 60 |
| Lion colors | 4 25 |
| H.D. floor | 4 10 |
| Velvetone white | 4 00 |
| Velvetone tints | 3 90 |
| Ramsay's white | 4 45 |
| Do., colors | 4 10 |
| Dultone, White | 4 00 |
| Do., colors | 3 90 |
| Martin-Senour, white | 4 60 |
| Senour's floor | 4 10 |
| M.S. Neutone, white | 4 00 |
| M.S. Neutone, colors | 3 90 |
| M.S. Red Schoolhouse | 2 50 |
| M.S. Standard Barn | 1 37 |

**PAPER, BUILDING**

| | |
|---|---|
| Dry Fibre, No. 1 | $1 25 |
| Sunrise | 1 00 |
| Anchor, tarred | 1 45 |
| O.K. tarred | 1 45 |
| Tarred Felt | 5 85 |

**PICKS, CLAY**

5-6 lbs., $10.25; 6-7 lb., $11.25 doz.; 7-8 lb., $12.25.

**PIPE, WROUGHT**

Per 100 feet.

| | Blk. | Galv. |
|---|---|---|
| ⅛ in. | $ 6 85 | $ 9 25 |
| ¼ in. | 5 40 | 7 90 |
| ⅜ in. | 5 52 | 8 05 |
| ½ in. | 7 18 | 9 12 |
| ¾ in. | 8 58 | 11 07 |
| 1 in. | 12 30 | 15 95 |
| 1¼ in. | 16 62 | 21 60 |
| 1½ in. | 19 90 | 25 83 |
| 2 in. | 26 75 | 34 75 |
| 2½ in. | 42 30 | 54 95 |
| 3 in. | 55 35 | 71 87 |
| 3½ in. | 73 23 | 91 30 |
| 4 in. | 86 75 | 110 30 |
| 4½ in. | 99 50 | 126 95 |
| 5 in. | 116 05 | 148 00 |
| 6 in. | 150 50 | 191 98 |

**PLASTER PARIS**

Per barrel ..... 6 75- 7 50

**PLATES, CANADA**

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

**POLISH**

| | Liquid Veneer Doz. | O-Cedar Doz. |
|---|---|---|
| 4-oz. | $ 2 40 | $ 2 40 |
| 12-oz. | 4 80 | 4 80 |
| 1-quart | 10 00 | 12 00 |
| ½-gal. | .... | 20 00 |
| 1-gal. | 28 08 | 28 00 |

**PULLEYS, CLOTHES LINE**

| | Doz. |
|---|---|
| No. 58, jap. 5" wheel | $4 90 |
| No. 158, gal. 5" wheel | 5 10 |

**PUMP OILERS, GENUINE CANNON**

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

**PUMPS**

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

**PUTTY**

| | |
|---|---|
| 100-lb. irons | $5 00 |
| 20-lb. irons, per cwt. | 5 50 |
| 1½ lb. tins | 0 10½ |

**RIVETS AND BURRS**

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

**ROPE**

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 48c.; ¾ in. and up, 46c

**SANDPAPER—**

| | B. & A. Quire | B. & A. Ream | Star Quire | Star Ream |
|---|---|---|---|---|
| 00, 0 | $0 41 | $ 7 10 | $0 43 | $ 7 35 |
| ½ | 0 43 | 7 55 | 0 43 | 7 85 |
| 1 | 0 48 | 8 55 | 0 45 | 8 35 |
| 1½ | 0 52 | 9 95 | 0 50 | 9 50 |
| 2 | 0 58 | 11 50 | 0 60 | 11 00 |
| 2½ | 0 75 | 13 25 | 0 80 | 14 65 |
| 3 | 0 85 | 15 10 | 0 90 | 16 70 |

**SASH BALANCES (Caldwell)**

50% on list.

**SAWS, BUCK**

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

**SCREWS**

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

| **SCYTHES—** | Doz. |
|---|---|
| Bramble | $..... |
| Bush | 20 50 |
| Excelsior | ..... |
| Cast | 20 00 |

**SHOVELS AND SPADES**

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

**SLEDGES, BLACKSMITHS'**

No. 37, 5 lbs. and over, $20.25 per cwt.

**SNATHS**

| | |
|---|---|
| No. 2 loop | $17 25 |
| Bush | 19 50 |

**STEEL SHEETS, BLACK**

| | |
|---|---|
| 10 gauge | $6 00 |
| 12 gauge | 6 00 |
| 14 gauge | 6 05 |
| 16 gauge | 6 15 |
| 18-20 gauge | 6 80 |
| 22-24 gauge | 6 85 |
| 26 gauge | 6 90 |
| 28 gauge | 7 15 |

| **STANDS** | Each |
|---|---|
| Washtub, Reverse Drip | $4 15 |
| Range boiler, 12 in. | 1 50 |

| **SWEEPERS — VACUUM** | Doz. |
|---|---|
| Grand Rapids, nickeled | $109 00 |
| Household, japanned | 97 00 |
| Superba, nickeled | 123 00 |

| **SWEEPERS, TOYS, BISSELL'S** | |
|---|---|
| Little Daisy, per gross | 35 00 |
| Little Queen, per gross | 53 00 |

F.O.B. jobbers' warehouses, Winnipeg.

**SOLDER**, per lb., 26 to 27c.

**SPIKES — BOAT**

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

**STAPLES**

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, .... Fort William .... Winnipeg.

**STEEL**

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅝ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

**STEEL HOOPS**

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

**STEEL SQUARES**

10% on list.

**TACKS.** Carpet, 70% off list.

**TIES.** Cow. ....

**TIN AND TERNE PLATE—**

| | |
|---|---|
| 20 x 28 IC box | $21 50 |
| 20 x 28 I.X. box | 24 75 |
| 20 x 33 I.C. box | 26 25 |
| 20 x 33 I.X. box | 31 00 |
| Terne plates | 24 00 |

**TRAPS, GAME—**

| | Victor Doz. | H.& N. Doz. | Jump Doz. |
|---|---|---|---|
| No. 0 | $2 40 | $.... | $.... |
| No. 1 | 2 85 | 5 20 | 3 85 |
| No. 1½ | 4 35 | 7 85 | 5 70 |
| No. 2 | 6 00 | 11 00 | 9 00 |
| No. 3 | 10 15 | 14 70 | 12 30 |

| **TUBS—** | Wood | Fibre |
|---|---|---|
| No. 0 | $25 55 | $29 55 |
| No. 1 | 22 20 | 24 35 |
| No. 2 | 19 00 | 21 10 |
| No. 3 | 16 80 | 18 00 |

**TURPENTINE**

See weekly report.

| **TWINE (WRAPPING)** | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 38 |
| Cotton, 3-ply, balls | 0 43 |
| Cotton, 4-ply, cones | 0 41 |
| Cotton, 4-ply, balls | 0 45 |

**VARNISHES—**

| | |
|---|---|
| Stephens' Luminette, gal. | $4 00 |
| Stephens' Exalite, gal. | 4 75 |
| Lion Brand Color Varnish, per gal. | 4 50 |

**WARES, ETC.—**

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

**WASHERS—**

| Size | Case lots | Less |
|---|---|---|
| 3-16 in. | $ 12 70 | $13 20 |
| ¼ in. | 11 26 | 11 76 |
| 5-16 in. | 10 62 | 11 12 |
| ⅜ in. | 9 90 | 10 40 |
| 7-16 in. | 9 34 | 9 84 |
| ½ in. | 9 02 | 9 52 |
| 9-16 in. | 8 94 | 9 44 |
| ⅝ in. | 8 86 | 9 36 |
| ¾ in. | 8 78 | 9 28 |
| ⅞ in. | 8 70 | 9 20 |
| 1 in. | 8 70 | 9 20 |
| 1⅛ in. | 8 70 | 9 20 |
| 1¼ in. | 8 86 | 9 36 |
| 1⅜ in. | 8 86 | 9 36 |
| 1 7-16 in. | 8 86 | 9 36 |
| 1½ in. | 8 86 | 9 36 |

**WASTE**

| | |
|---|---|
| Cream, polishing | 0 24½ |

**WHITE**

| | |
|---|---|
| XXX Extra | $0 21 |
| XX Grand | 0 20 |
| XLCR | 0 19 |
| X Empire | 0 17½ |
| X Press | 0 16 |

**COLORED**

| | |
|---|---|
| Fancy | $0 17½ |
| Lion | 0 16 |
| Standard | 0 14½ |
| Popular J | 0 13 |
| Keen | 0 11½ |

Above lines subject to trade discount for quantity.

| WEIGHTS, SASH | Per 100 lbs. |
|---|---|
| Sectional | $7 50 |
| Solid | 7 00 |

| **WELL WHEELS** | Doz. |
|---|---|
| Cast, covered, 8 in. | $11 60 |
| Cast, plain, 10 in. | 15 60 |
| 12 in. | 18 85 |
| 14 in. | 24 00 |

| **WHEELBARROWS** | Each |
|---|---|
| U. S. | $ 6 60 |
| General purpose | 7 90 |
| Stone | 13 75 |
| Navvy, doz. | 105 00 |

**WIRE — BARB**

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

**WIRE — PLAIN**

Bale ties, 14-gauge, single loop. $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

**WIRE — ANNEALED**

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

**WRENCHES — NUT**

| Agricultural— | |
|---|---|
| 6-inch | $ 9 00 |
| 8-inch | 10 80 |
| 10-inch | 12 60 |
| 12-inch | 16 20 |
| 15-inch | 21 60 |
| **Perfect Handle—** | |
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | ..... |
| 12 inch | ..... |
| 15 inch | ..... |
| 18 inch | ..... |

**WRENCHES—PIPE**

Trimo—30% off list.

Stillson—30% off list.

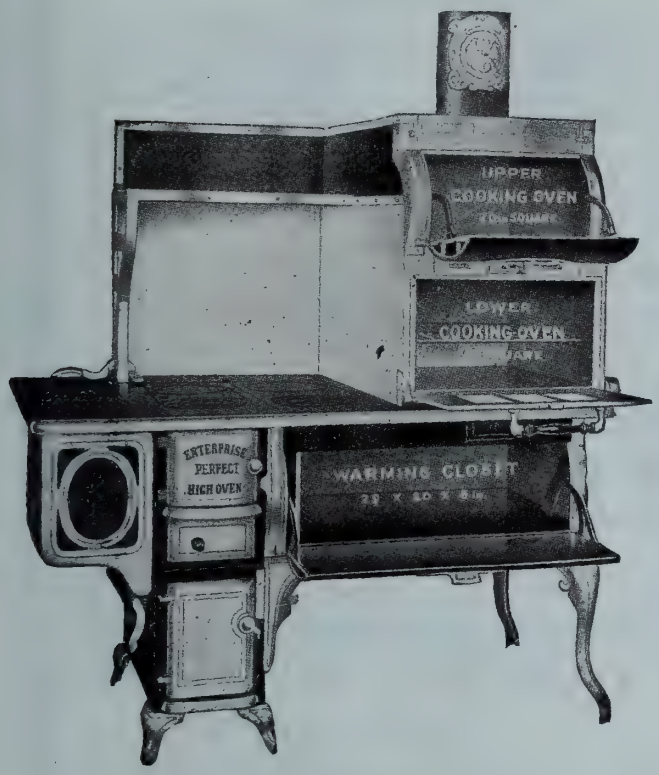
| Always Ready | Black — Dozen — | N. P. — Dozen — |
|---|---|---|
| No. 1 | $4 60 | $ 5 00 |
| No. 2 | 6 30 | 6 75 |

| **WRINGERS, CLOTHES** | Doz. |
|---|---|
| Universal | $49 50 |
| New Eze | 76 50 |
| Regent | 69 00 |

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada




**"Perfect" Double High Oven**
**Over 20,000 Satisfied Users**

Write to-day for the Ashdown catalogue giving complete information of the Ashdown lines of ranges, of note for service and sales; "Perfect", "Monarch", "Ideal", "Domestic", " Oak Heaters", and "The Open Franklin".

# ENTERPRISE

## Ranges, Stoves and Heaters

### Delight Customers with their service giving qualities

That there are 20,000 satisfied users is surely convincing proof of the popularity and quality of Enterprise Ranges. It has been received and acknowledged as the last word in service built ranges and its popularity is still growing. Customers do not buy a range every week, but the dealer will find his stock moving fairly fast the way the experienced housewives continue to recommend Enterprise Ranges to their friends.

**Ask for Complete Description**

## The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

*If interested tear out this page and place with letters to be answered.*

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

| | | | |
|---|---|---|---|
| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

## GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

# Can You Run?

**If so READ — for this is written so that**

**"Those who run may read."**

In the past eleven months Canadian dealers have placed signed applications in the Winnipeg office for over **$4,500,000.00** of fire insurance. These dealers know the value of a dollar. They know they will receive the dividends we have told them they would receive for they are protected by a cash surplus of nearly Two Million Dollars.

We are now charging board rates and returning to hardware and implement dealers 50% of the premium paid. Think of it! And we have been paying this same dividend for the past thirteen years.

It is high time you gave serious attention to the matter of your fire insurance costs.

Write to-day for explanatory folders or for our representative to call.

Licensed in Quebec, Ontario, Manitoba, Saskatchewan, and Alberta

## THE CANADIAN HARDWARE AND IMPLEMENT UNDERWRITERS

802 Confederation Life Building, Winnipeg

MADE IN WINNIPEG

## MAYBILT RADIATORS

SUPER-COOLING
FULLY GUARANTEED

**Will not burst from repeated freezing.**

We can supply Maybilt Cores for any make or model of **Truck, Tractor or Automobile.**

Add to the **profits** of your Tin-shop by installing **Maybilt Cores.**

**MAYBILT RADIATORS, LIMITED**
**54 Sherbrooke St. Winnipeg**

MADE IN WINNIPEG

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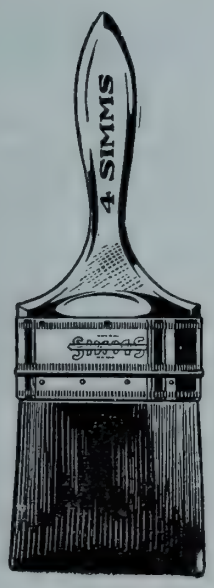
# Hang out your Sign




***"Better Brushes"***

Simms' Paint and Varnish Brushes have proven their quality for so many years that to-day, to the painter who has once used one, the name "Simms" is synonymous with quality.

By displaying Simms Paint and Varnish Brushes in your window and on your counter you convey to the public the idea that your store is a quality store handling nothing but the best.

Painters know that the best brush is the cheapest in the end. When they have once used a Simms brush they will realize its merit and will ask for Simms the next time they buy.

***Boost Simms Brushes and build a permanent trade.***

## T. S. Simms & Co., Limited

***Makers of Better Brushes for 56 Years***

Head Office & Factory - ST. JOHN, N. B.
Branches: MONTREAL, TORONTO, LONDON, ONT., WINNIPEG.

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# THE BUYERS' GUIDE

*If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.*

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Canadian Hart Products Ltd., Hamilton, Ont.

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Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

**ASBESTOS**
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**ASH CANS**
Geo. W. Reed & Co., Limited, Montreal, Que.

**ASH SIFTERS**
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Canadian National Carbon Co., Toronto.
Canadian Products Co., Winnipeg, Man.
Canadian Winkley Co., Ltd., Windsor, Ont.
C. O. Clark & Bro., Montreal, Que.
B. J. Coglin Limited, Montreal, Que.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Chatham Malleable & Steel Mfg. Co., Chatham, Ont.
Goo & Patrick, Limied, Torono, Ont.
Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.
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Robinson & Webber Limited, Winnipeg, Man.
Ren Automotive Supply Mfg. Co., Preston, Ont.
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Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**AUTOMATIC SCREW MACHINE PRODUCTS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**AUTOMOBILE PARTS**
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings. Ltd., Welland, Ont.

**AXES**
Burgess-Norton Mfg. Co., Geneva. Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**AXLES, CAR**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BABBITT METAL**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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**BARB WIRE**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BARN DOOR HANGERS**
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

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Walter Woods & Co., Hamilton, Ont.

**BASEBALL BATS**
Darrah Bros., Sutton, Que.

**BATTERIES, DRY**
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

**BATTERIES, FLASHLIGHT**
Burgess Batteries Ltd., Winnipeg, Man.
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**BATHS, ENAMELLED AND COPPER**
Canada Metal Co., Toronto.

**BATHROOM FIXTURES**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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**BELTING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**BENDS, BRASS, IRON AND LEAD**
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**BEVELS**
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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**BIBBS, BASIN AND BATH COCKS, COMPRESSION**
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BIBBS, BASIN AND BATH COCKS, FULLER**
Jas. Morrison Brass Mfg. Co., Toronto.

**BILLET, BLOOMS AND SLABS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOLTS AND NUTS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

**BOLTS, EYE**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**BOLTS, HANGER SCREW**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOLTS, CANT HOOK AND PEAVY**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BORING BARS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**BOOTS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**BOOT CALKS AND TOOLS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BOX OPENING TOOLS**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**BRADS, WIRE**
The Western Wire & Nail Co., London, Ont.

**BRASS CASTINGS AND GOODS**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BRASS SHEETS AND RODS**
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BEARINGS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**BLACK LEAD**
John Oakey & Co., Ltd., London, Eng.

**BLACK SHEETS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BLASTING SUPPLIES**
Dupont Powder Co., Wilmington, Del.

**BOX STRAPPING**
The Stanley Works, New Britain, Conn.

**BITS, AUGER**
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

**BITS, FORSTNER**
Progressive Mfg. Co., Torrington, Conn.

**BITS, EXTENSION**
Millers Falls Company, Millers Falls, Mass.

**BICYCLES**
Canada Cycle & Motor Co., Toronto.

**BICYCLE PARTS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**BIRCH SEATS**
Canadian Veneering Co., Montreal, Que.

**BOXES**
Canadian Wirebound Boxes Ltd., Toronto, Ont.

**BRACKETS, SHELF**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**BRACES**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

**BRAKES**
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

**BRAKE LINING**
The Hamilton Cotton Co., Limited, Hamilton, Ont.

**BRASS FITTINGS AND RODS**
James Morrison Brass Mfg. Co., Ltd., Toronto.

**BREAD AND CAKE MAKERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**BREAST DRILLS**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**BRONZE CASTINGS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**BRUSH MANUFACTURERS**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Rubberset, Limited, Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.

**BROOMS**
John Adam & Son, Collingwood, Ont.
Waterloo Brush & Broom Co., Waterloo, Ont.
Walter Woods & Co., Hamilton, Ont.
Stevens Hepner Co., Limited, Port Elgin, Ont.

**BRUSHES, SHAVING, MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BRUSHES, FLOOR, MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BRUSHES, GENERAL, MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS**
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**BUILDING PAPERS**
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

**BURLAP, DECORATIVE WALL**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

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**BUSINESS MACHINES**
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

**BUTTER MOLDS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**BUTTER WORKERS**
Beatty Bros., Ltd., Fergus, Ont.

**BUTTS AND HINGES**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**BURRS**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

**BUILDERS' CASTINGS OF ALL KINDS**
The Katie Foundry Co., Galt, Ont.

**BUILDERS' HARDWARE**
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

**BUILDERS' SUPPLIES**
The Barrett Co., Ltd.

**BUMPERS, AUTOMOBILE**
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

**BUMPERS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**CABINET HARDWARE**
Stratford Brass Co., Ltd., Stratford, Ont.

**CALKS, BOOT**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**CALIPERS AND DIVIDERS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**CALIPER GAUGES**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CANOES**
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

**CAN OPENERS**
The United Royalties Corp., New York, N.Y.

**CARBORUNDUM**
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

**CARRIAGE HARDWARE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

**CARRIAGE TOP MATERIALS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CARPET, SWEEPERS**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

**CARTRIDGES**
Dominion Cartridge Co., Ltd., Montreal.

**CASEMENT FASTENINGS AND FITTINGS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**CASTERS**
Canada Foundries & Forgings, Ltd., Brockville.

**CATCHES, SCREEN DOOR**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CEMENT**
The Barrett Co., Ltd.

**CEMENT, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**CEMENT, ROOFING**
The Barrett Co., Ltd.

**CHAINS, CABLE**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, CUT-LINK**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**CHAINS, JACK**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, TIRE**
Goo & Patrick, Limited, Toronto, Ont.

**CHAIN PIPE WRENCHES**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CHAINS, PLUMBER'S**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, SASH**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, STEAMBOAT**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAINS, TRANSOM**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**CHAIR SEATS**
Canadian Veneering Co., Acton Vale, Que.

**CHISELS, CAPE, COLD, ETC.**
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

**CHECKING FLOOR HINGES**
Chicago Spring Butt Co., Chicago, Ill.
B. & S. H. Thompson Co., Ltd., Montreal, Que.

**CHOPPERS, FOOD**

**CHEMICALS**
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

**CHOPPERS, ICE**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CHUCKS**
Goodell-Pratt Co., Greenfield, Mass.

**CHURNS, HAND AND POWER**
Beatty Bros., Ltd., Fergus.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**CHURN, MIXER**
The United Royalties Corp., New York, N.Y.

**CLAMPS, "C"**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CLAMPS, MITRE AND DRAW**
Burgess-Norton Mfg. Co., Geneva, Ill.

**CLAMPS**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**CLEAVERS**
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CLEAN-OUT DOORS**
The Katie Foundry Co., Galt, Ont.

**CLEVISES, MALLEABLE**
The International Malleable Iron Co., Ltd., Guelph.

**CLIPPERS, HORSE AND COW**
The Flexible Shaft Co., Ltd., Toronto.

**CLOCKS**
The New Haven Clock Co., Toronton, Ont.
The Western Clock Co., Peterborough, Ont.

**CLOTHING, ATHLETIC**
A. W. Moyer, & Co., Toronto.

**CLOSET SEATS**
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

**CLOSETS, CHEMICAL**
S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

**CLOTHES DRYERS**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

**CLOTHES LINE (WIRE)**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

**CLOTHES LINE REELS**
The United Royalties Corp., New York, N.Y.

**CLOTHES PINS**
Wm. Cane & Sons, Ltd., Newmarket, Ont.

**CLOTHES RACKS**
Walter Woods & Co., Ltd., Hamilton, Ont.

**CLOTHES REELS**
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**COLLAR PADS**
American Pad & Textile Co., Chatham.

**COFFEE PERCOLATORS AND URNS**
Landers, Frary & Clark, New Britain, Conn.

**CORRUGATED FASTENERS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

**COAL CHUTES**
The Katie Foundry Co., Galt, Ont.

**COAL HODS**
Thos. Davidson Mfg. Co., Montreal, Que.

**COBBLERS' SETS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**COKE, FURNACE, FOUNDRY AND DOMESTIC**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CONCRETE REINFORCING TWISTED SQUARES**
Burlington Steel Co., Ltd., Hamilton, Ont.

**CONDUCTOR PIPE, HOOKS, HEADS, ETC.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**CONNECTING RODS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**COTTON GLOVES**
American Pad & Textile Co., Chatham.

**COTTER PINS**
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CORDAGE**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

**CORNERS, CHEST**
The Brainerd Mfg. Co., East Rochester, N.Y.

**COUNTER-SINKS**
Goodell-Pratt Co., Greenfield, Mass.

**COUPLINGS, PIPE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**COUPLINGS, PUMP ROD**
Edward E. Johnson Inc., St. Paul, Minn.

**CRANK PULLS (WIRE)**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**CRANK SHAFTS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**CROWBARS**
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

**CULTIVATORS**
C. S. Norcross & Sons, Bushnell, Ill.

**CULVERTS, METAL**
The Pedlar People Ltd., Oshawa, Ont.

**CURTAIN RODS**
The Newell Mfg. Co., Prescott, Ont.

**CUTLERY**
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
G. L. Cohoon, Montreal.
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Marples & Co., Sheffield, England.

**CUTTERS**
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**CUSPIDORS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.

**DAIRY PAILS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**DAMPERS, STOVE PIPE**
Can. Foundries & Forgings, Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Myers Mfg. Co., Dresden, Ont.

**DECK SCRAPERS**
W. Drysdale, Montreal, Que.

**DESKS, SCHOOL**
Can. Foundries & Forgings, Brockville, Ont.

**DIAPHRAGMS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**DIES, STOCKS, ETC.**
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Limited, Lachine, Que.

**DISH WASHER, ELECTRIC**
The Hurley Machine Co., Limited, Toronto.

**DISPLAY RACKS AND STANDS**
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

**DOG HARDWARE**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**DOORS**
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

**DOOR BOLTS**
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**DOOR KNOBS**
Cartland & Son, Ltd., James, Birmingham, Eng.

**DOOR HANGERS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**DOOR HOLDERS**
G. W. Mallory, Blenheim, Ont.

**DOOR SPRINGS**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

**DOOR PULLS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**DOOR STRIP**
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

**DRAINERS, CELLAR**
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

**DRILLS, BREAST**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**DRILL CHUCKS**
Goodell-Pratt Co., Greenfield, Mass.

**DRILLS, BLACKSMITHS'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**DRILLS**
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

**DROP FORGINGS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

## CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

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## James Hutton & Company
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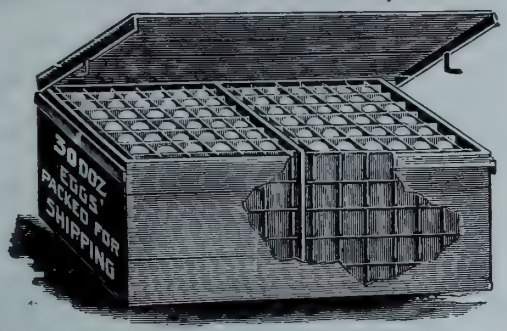


**Manufacturers of**
**White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.**
**20-38 DOWD STREET, - MONTREAL, CANADA**

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Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on bottom of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

**Detroit Torch & Mfg. Co.**
**Detroit, Michigan**

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# KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all solder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

## CHICAGO SOLDER COMPANY
4225 Wrightwood Ave. Chicago, U. S. A.

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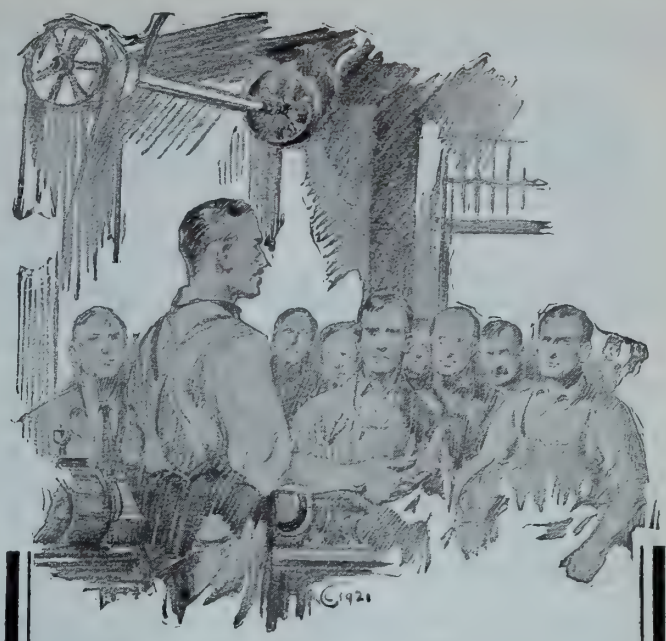

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Manufacturing standards in the metal working trades have become far more exacting to-day than they were two years ago. Employees are required to do more work—and do it more accurately—to increase output with less spoilage.

Starrett precision tools help the mechanic to meet these higher standards.

Workmen to-day are not spending their money quite so freely as during the war years. They are buying only what they need.

But they will buy Starrett Tools. Because Starrett Tools "help."

Write for Booklet—"The Tools Mechanics Buy."

## The L. S. Starrett Company
**The World's Greatest Toolmakers**
**Manufacturers of Hack Saws Unexcelled**
**Athol, Mass.**

# Sell Starrett Tools

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# THE BUYERS' GUIDE

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

**DRY CELLS**
Canadian National Carbon Co., Toronto.

**DUSTERS**
Channell Limited, Toronto.

**DYNAMITE**
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

**EAVESTROUGH**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**EGG BEATERS**
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

**EGG CASES**
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

**EGG CASE FILLERS**
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

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Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**ELBOWS**
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The Canadian Edison Appliance Co., Limited. Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**ELECTRIC FANS**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

**ELECTRIC BELLS**
Fenton Bros., Ltd., Sheffield, Eng.

**ELECTRIC GRATES**
Barton-Netting Co., Ltd., Windsor, Ont.

**ELECTRIC LIGHTING SUPPLIES**
The Barton-Netting Co., Ltd., Windsor, Ont.

**ELECTRIC MOTORS AND GENERATORS**
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The Leeder Mfg. Co., Winnipeg, Man.

**ELECTRIC SPECIALTIES**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

**ELECTRIC SUPPLIES**
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

**ELECTROPLATE WARE**
Fenton Bros., Ltd., Sheffield, Eng.

**EMERY GLASS AND PAPERS**
John Oakey & Sons, London, Eng.

**EMERY (GRAIN AND SHEETS)**
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

**EMERY GRINDERS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**EMERY WHEEL DRESSERS**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

**ENAMELS**
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sturgeons, Ltd., Toronto.

**ENAMEL, STOVE PIPE**
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**ENAMELLED WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

**EQUIPMENT, STORE**
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

**ESCUTCHEON PINS**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**EXPLOSIVES**
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

**EXTINGUISHERS, FIRE**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FANLIGHT OPENERS**
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

**FASTENERS, CASEMENT, STORM, SASH & SCREEN**
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**FAUCETS, PETROLEUM**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**FEED BOXES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**FEED COOKERS**
Wheeler & Bain, Toronto.

**FELTOL**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**FELTS (TARRED AND CARPET)**
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

**FENCING AND GATES**
Banwell-Hoxie Wire Fence Co., Hamilton.
A. R. Lundy, Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**FENCE POSTS**
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

**FENCING, STAPLES AND HOOKS**
The Western Wire & Nail Co., London, Ont.

**FENCES, WOVEN WIRE, FARM AND ORNAMENTAL**
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

**FILES**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

**FILLERS**
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**FIRE DOOR FITTINGS**
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**FIRE EXTINGUISHERS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FIRE DEPARTMENT SUPPLIES**
Dunlop Tire & Rubber Goods Co, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**FIRE ESCAPES**
The Dennis Wire & Iron Wks., Co., Ltd., London.

**FIRE SCREENS**
Guardian Fire Screen Mfg. Co., Ville St. Pierre, Montreal, Que.

**FIREPLACE SCREENS**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**FLASHLIGHTS, ELECTRIC**
Canadian National Carbon Co., Toronto.

**FLAT SWATERS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FOOD CHOPPERS**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**FLINT CLOTHS**
John Oakey & Sons, London, Eng.

**FLOOR CHECKS, SINGLE OR DOUBLE**
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

**FLOOR DRESSING**
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**FLOOR STANDS**
Jenkins Bros., Ltd., Montreal.

**FLOOR WAX**
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

**FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING**
The Chicago Solder Co., Chicago, Ill.

**FORCE CUPS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**FORGINGS**
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**FORGINGS, DROP**
Can. Foundries & Forgings, Ltd., Welland, Ont.

**FUNNELS**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.

**FURNACES**
Burrow Stewart & Milne, Ltd., Hamilton.
Clare Bros. & Co., Limited, Preston, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
Findlay Bros., Limited, Carletin Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
McClary Mfg. Co., Limited, London, Ont.
The Pease Foundry Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

**FURNITURE POLISH**
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

**FUSES, ELECTRIC**
Canadian Westinghouse Co., Limited, Hamilton.

**FUSE WIRE**
Canada Metal Co., Ltd., Toronto.

**GALVANIZED IRON BARS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GALVANIZED PIPE**
Canada Metal Co., Ltd., Toronto.

**GALVANIZED IRON SHEETS**
The Pedlar People Limited, Oshawa, Ont.

**GALVANIZED STEEL SHEETS**
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

**GALVANIZED WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., of Canada, Toronto.

**GALVANIZED STEEL SHEETS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**GALVANIZING**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GARDEN CULTIVATORS AND WEEDERS**
C. S. Norcross & Sons, Bushnell, Ill.

**GARAGE HARDWARE**
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

**GARAGES, METAL**
The Pedlar People Limited, Oshawa, Ont.

**GARBAGE CANS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co., of Canada, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**GAS WATER HEATERS**
Jas. Morrison Brass Mfg. Co., Toronto.

**GASKETS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**GASOLINE**
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

**GASOLINE TANKS AND PUMPS**
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

**GATES, GALVANIZED**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

**GATES, STEEL AND WIRE**
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**GAUGE COCKS, STANDARD AND HEAVY**
The James Morrison Brass Mfg. Co., Ltd., Toronto

**GAUGES**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**GENERAL RUBBER SPECIALTIES**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**GLASS BENDERS**
Toronto Plate Glass Importing Co., Toronto.

**GLASS, CARRIAGE**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**GLASS CUTTERS**
Geodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**GLASS CUTTING BOARDS**
The Lufkin Rule Co., of Canada, Ltd., Windsor.

**GLASS, DOOR**
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

**GLASS, FANCY**
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

**GLASS, WINDOW PLATE, ORNAMENTAL**
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

**GLASSWARE**
The Quinte General Mfg. Co., Ltd., Deseronto, Ont.
B. & H. Thompson Co., Limited, Montreal, Que.

**GLAZIERS' DIAMONDS**
A. Ramsay, Son & Co., Montreal.

**GLOVES AND MITTS**
American Pad & Textile Co., Ltd., Chatham, Ont.

**GLUE, SHEET AND GROUND**
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**GOLF BALLS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Findlay Bros., Ltd., Carlton Place, Ont.

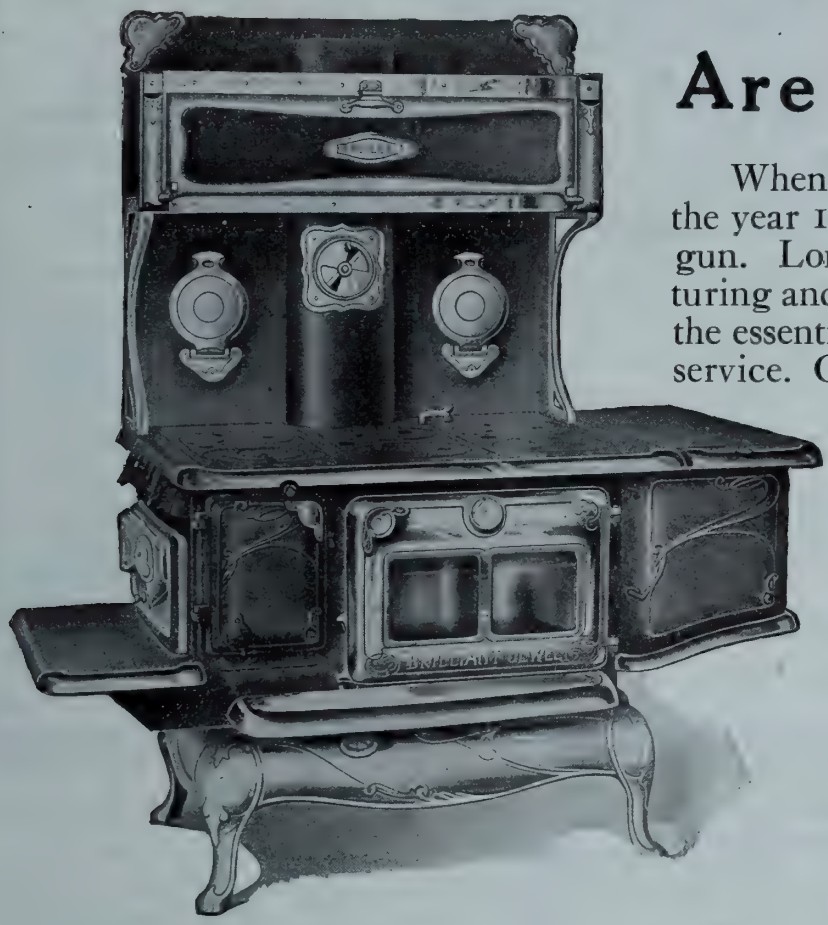
**GOLF CLUB HEADS, RUSTLESS**
Fenton Bros., Ltd., Sheffield, Eng.

**GRANITE WARE**
Sheet Metal Products, Ltd., Toronto.

**GRATES**
The Barton Netting Co., Ltd., Windsor, Ont.

**GREASE AND OIL CUPS**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

# JEWEL STOVES AND RANGES



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When this institution was founded in the year 1864, a real stove service was begun. Long experience in stove manufacturing and selling has made us realize that the essential thing to the buyer is genuine service. Our business has extended steadily and surely until to-day it is one of the largest of its kind in Canada. Whatever your needs, whether large or small, we can meet them readily and most satisfactorily. Every well informed man and woman knows something about the celebrated line of JEWEL STOVES.

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The dealer who would multiply his sales and give his customers a real, serviceable and and economical heating and cooking appliance should sell the JEWEL LINE. We can meet your every requirement; no order is too large for our capacity, none too small for our most careful attention. Catalogue and Price List will be mailed on application.

*Manufactured by*

# The Burrow, Stewart & Milne Co., Limited

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Branch Offices and Warehouses:

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TORONTO

130 JAMES AVE.
WINNIPEG

36 ST. DIZIER ST.
MONTREAL

*If interested tear out this page and place with letters to be answered.* **answered.**

# THE BUYERS' GUIDE

**GRINDERS, HAND AND POWER**
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**GRINDING WHEELS**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

**GRINDSTONES**
The Carborundum Co., Niagara Falls, N.Y.

**GRINDSTONE FIXTURES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**GUARDS, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**GUNS**
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

**GUN PARTS**
The Fraser Co., Agents B.S.A., Montreal, Que

**GUNSIGHTS**
Marble Arms & Mfg. Co., Gladstone, Mich.

**HACK SAWS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

**HACK SAW BLADES**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**HACK SAW FRAMES**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
L. S. Starrett Co., Athol, Mass.

**HACK SAW MACHINES**
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

**HAME CHAINS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**HAMMERS**
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

**HAND DRILLS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**HANDLES**
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

**HANDLES, CHEST AND DRAWER**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HANDLES, DOOR**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HANDLES, CRANK, BALANCE, MACHINE**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**HAND PULLS**
North Bros., Mfg. Co., Philadelphia, Pa.

**HANGERS, BARN DOOR**
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HANGERS, DOOR**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

**HANGERS, DOOR AND TRACK**
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HANGERS, STORM, SASH AND SCREEN**
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HARDWARE, CARRIAGE AND AUTOMOBILE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**HARDWARE, DOOR**
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HARDWARE, BARN DOOR**
Beatty Bros., Limited, Fergus, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HARDWARE, FINISHING**
Taylor-Forbes & Co., Limited, Guelph, Ont.

**HARDWARE SPECIALTIES**
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**HARDWARE STORE FITTINGS**
Stratford Brass Co., Ltd., Stratford, Ont.

**HARNESS HARDWARE**
G. L. Griffiths & Sons Limited, Stratford, Ont.
The Niagara Metal Stamping Corporation, Niagara
J. J. Turner & Sons Limited, Peterborough, Ont.

**HATCHETS**
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

**HASPS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**HEADLIGHT, GLASS**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**HEATERS**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products Co. of Canada, Ltd.

**HEATERS, AUTO**
Chicago Flexible Shaft Co., Chicago, Ill.

**HEATERS, ELECTRIC**
The Canadian Edison Appliance Co., Limited. Stratford, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**HEAVY HARDWARE SPECIALTIES**
Burgess-Norton Mfg. Co., Geneva, Ill.

**HEELS AND SOLES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

**HINGES, BOX AND REFRIGERATOR**
The Brainerd Mfg. Co., East Rochester, N.Y.

**HINGES, ORNAMENTAL**
The Stanley Works, New Britain, Conn.

**HOOKS, HAT AND COAT**
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

**HINGES, SPRING**
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

**HINGES, STRAP AND TEE**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

**HOCKEY STICKS**
The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

**HOES**
The Warren Tool & Forge Co., Warren, Ohio.

**HOISTS**
Manitoba Steel & Iron Co., Winnipeg, Man.

**HOIST HOOKS**
Williams & Co., J. H., Brooklyn, N.Y.

**HOLLOW WARE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

**HONES, RAZOR**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

**HORSE SHOES**
The Canadian Horse Shoe Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

**HORSE SHOE PADS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**HOSE CLAMPS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**HOSE, FITTINGS AND SUPPLIES**
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Dominion Rubber Systems, Ltd., Montreal, Que. Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**HOSE MENDERS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**HOT AIR REGISTERS**
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

**HOUSEHOLD APPLIANCES**
Canadian Westinghouse Co., Limited, Hamilton, Ont.

**HOUSEHOLD PAILS**
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Limited, Hull, Que.

**ICE CREAM FREEZERS**
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**INDICATORS, SPEED**
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**INDUSTRIAL DESIGNS**
Harold C. Shipman & Co., Ottawa, Ont.

**INJECTORS, AUTOMATIC**
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**INSTRUMENTS OF PRECISION**
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**INSURANCE**
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

**IRON, MERCHANTS BAR**
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**IRON, CORRUGATED**
Canada Metal Co., Toronto.

**IRON HANDLES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**IRON, HORSE SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**IRON AND STEEL BARS**
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**IRON, BAR**
London Rolling Mill Co., Ltd., The, London, Ont.

**IRONS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**IRONS, ELECTRIC**
The Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

**IRONING BOARDS**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**IRONING MACHINES, ELECTRIC**
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

**IRON FOR STAYBOLTS**
London Rolling Mill Co., Ltd., The, London, Ont.

**IRONWORK, BUILDERS'**
The Dennis Wire & Iron Works, Ltd., London.

**JACK PLANES**
Stanley Works, New Britain, Conn.

**JACK SCREWS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**JAPANS**
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

**JARS, FRUIT**
Walter Woods & Co., Hamilton, Ont.

**KETTLES**
The Aluminum Speciaty Co. of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

**KEYHOLE SAWS**
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

**KITCHEN WARE**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

**KNIVES, BEET**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, CORN**
E. C. Atkins & Co., Hamilton, Ont.

**KNIVES, CUTTING**
Landers, Frary & Clark, New Britain, Conn.

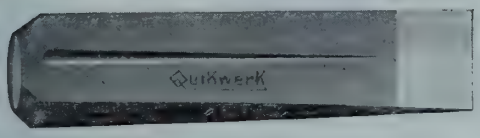
**KNIFE CLEANER**
The Vono Co., Dudley Port, Staffs, Eng.

**KNIVES, MACHINE**
E. C. Atkins & Co., Hamilton, Ont.

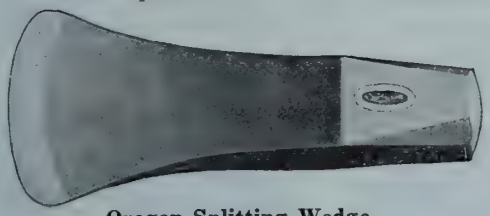
**KNIVES, POCKET AND TABLE**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.

QuiKwerK TOOLS

Oregon Pattern Axe Eye Maul




Square Head Wedge



Oregon Splitting Wedge

# Wood Choppers Tools

WOOD CHOPPERS' mauls and wedges **must** be reliable and capable of standing up under the hardest kind of service. They're used so much in remote places that, in event of breakage, it's difficult to replace them. It's not only economical, but essential, to buy the kind that can be depended on.

Quikwerk mauls and wedges are made of high grade steel, carefully heat treated. That explains their splendid record for endurance and the preference of so many woodsmen for them.

We manufacture wedges to suit any local need.

**Types of Wedges: — Splitting, Falling, Bucking, Coopers,' Hanging, Tie, Stave, Saw.**

***Ask your jobber for Quikwerk Tools, Catalog on request.***

**The Warren Tool & Forge Co.**
**234 Griswold Street, Warren, O.**



# "A SUCCESS"

# "Buster Brown"

The wagon that built up the express wagon trade in Canada.

Specify "Buster Brown" when ordering from your jobber. If the jobber does not handle write us direct. Your orders and enquiries will receive careful and prompt attention.

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**The Woodstock Wagon & Mfg. Co., Ltd., Woodstock, Ont.**

**Special Representatives: Bissett & Webb, Winnipeg; D. Smith, Calgary; Fred C. Myers, Vancouver; Louis Duhamel, 245 Stewart St., Ottawa. Maritime Representative: A. W. Cope, St. Lamberts, Que.**


*If interested tear out this page and place with letters to be answered.*

# THE BUYERS' GUIDE

**KNIVES, SPORTSMEN'S**
Fenton Bros., Ltd., Sheffield, Eng.

**KNIVES, PUTTY**
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

**KNOBS, DRAWER**
The Brainerd Mfg. Co., East Rochester, N.Y.

**LAMPS, NITROGEN AND TUNGSTEN**
The Canadian Tungsten Lamp Co., Hamilton, Ont.

**LAMP BLACK**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

**LAMP BURNERS**
The Ontario Lantern & Lamp Co., Ltd., Hamilton

**LAMP CHIMNEYS**
Walter Woods & Co., Hamilton.

**LAMPS AND LANTERNS, GASOLINE**
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

**LAMPS, LANTERNS, ELECTRIC, HAND**
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

**LAMPS, ELECTRIC**
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

**LAMPS AND LANTERNS, GASOLINE AND KEROSENE**
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

**LANTERNS OIL**
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

**LATCHES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

**LATH METAL**
Pedlar People, Ltd., Oshawa, Ont.

**LATHE DOGS, DROP FORGED**
J. H. Williams & Co., St. Catharines, Ont.

**LATHE DOGS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

**LAWN MOWERS**
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Limited, Woodstock, Ont.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

**LAWN SEATS**
The Stratford Mfg. Co., Stratford, Ont.

**LAWN SPRINKLERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**LEAD, BLACK**
John Oakey & Sons, London, Eng.

**LEAD, CALKING AND PIG**
The Canada Metal Co., Limited, Toronto, Ont.

**LEAD PENCILS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**LEAD SHEETS AND PIPE**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**LEAD TRAPS AND BENDS**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

**LEAD WASHERS**
Canada Metal Co., Ltd., Toronto.

**LENS**
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**LETTERS AND FIGURES, EMBOSSED**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**LEVELS**
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

**LEVELS, MASONS**
Henry Disston & Sons, Limited, Toronto.

**LINES, WIRE, CLOTHES**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**LINOLEUM, PLAIN AND PRINTED**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

**LINOLEUMS, BATTLESHIP**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**LINOLEUM RUGS**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**LINSEED OIL**
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

**LOCKS**
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

**LOCK WASHER EQUIPMENT**
Sleeper Hartley, Inc., Worcester, Mass.

**LOCKERS**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

**LOCOMOTIVE TOOLS**
J. H. Williams & Co., St. Catharines, Ont.

**LUMBER TOOLS**
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**MACHINE DESIGNS**
Harold C. Shipman & Co., Ottawa, Ont.

**MACHINES, DOUBLE CUTTING**
E. C. Atkins & Co., Hamilton, Ont.

**MACHINISTS' TOOLS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

**MALLEABLE IRON CASTINGS**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**MANGLES, CLOTHES**
Taylor-Forbes Co., Limited, Guelph, Ont.

**MANTLES, GAS**
R. M. Moore & Co., Ltd., Vancouver, B.C.

**MAULS**
The Warren Tool & Forge Co., Warren, Ohio.

**MATTOCKS**
The Warren Tool & Forge Co., Warren, Ohio.

**MATCHES**
E. B. Eddy Co., Limited, Hull, Que.

**MATS AND MATTING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

**MAULS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**MEAT CHOPPERS**
Landers, Frary & Clark, New Britain, Conn.

**MECHANICAL RUBBER PRODUCTS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**METAL BOXES AND DRAWERS**
Cameron & Co., Toronto, Ont.

**METAL CEILINGS, WALLS AND LATH**
The Pedlar People Limited, Oshawa, Ont.

**METAL CUTTING SAWS**
Clemson Bros., Inc., Hamilton, Ont.

**METAL SAWS, POWER**
Clemson Bros., Inc., Hamilton, Ont.

**METAL STAMPINGS**
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.**
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
R. & S. H. Thompson Co., Limited, Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Western Steel Products Ltd., Winnipeg, Man.

**METAL SPECIALTIES**
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

**METAL STORE AND FRONT CONSTRUCTION**
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

**MENDERS, GRANITEWARE, POT AND PAN**
Collette Mfg. Co., Collingwood, Ont.

**MICA**
Mica Co. of Canada, Ltd., Hull, Que.

**MICROMETERS**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**MILK CANS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**MIRRORS**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

**MITRE BOXES**
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

**MITRE BOX SAWS**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**MOLASSES GATES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**MOPS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**NAIL MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**NAILS, WIRE AND CUT**
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

**NAIL PULLERS**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**NAILS, HORSE SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NAME PLATE TRANSFERS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NIPPLES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NITROGEN LAMPS**
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

**NUTS, HOT PRESSED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**NUTS, THUMB**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**OILCLOTH, FLOOR AND STAIR**
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

**OILCLOTH, RUGS, FLOOR**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**OIL, COAL**
Imperial Oil Co., Ltd., Toronto.

**OILS, CYLINDER**
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**OIL CAKE AND MEAL**
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

**OIL HOLE COVERS**
Canadian Winkley Co., Windsor.

**OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE**
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**OIL STONES**
The Canadian Hart Products, Ltd., Hamilton, Ont.

**OIL STOVES**
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products, Ltd., Toronto.

**OIL STORAGE AND DISTRIBUTING SYSTEMS**
S. F. Bowser Company, Ltd., Toronto, Ont.

**OIL TANKS AND PUMPS**
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**OILERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**ORNAMENTAL FENCE**
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**ORNAMENTAL IRON AND WIRE WORK**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

**PACKINGS**
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

**PACKING RUBBER**
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**PADS FOR HORSES**
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

**PADLOCKS**
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.

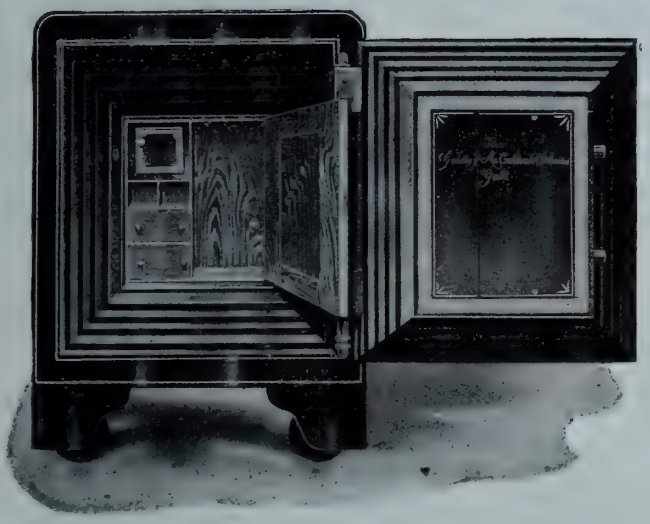
**PAINT, COLD WATER**
The Deco-Tint Co., Montreal, Que.

**PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK**
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

**PAINT BRUSHES**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John.

**PAINT AND VARNISH REMOVER**
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**PAINT, OIL, STORAGE AND HANDLING SYSTEMS**
S. F. Bowser Company, Ltd., Toronto, Can.



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***Ask For Safe Catalogue H-32***

The
**Goldie & McCulloch**
**Company, Limited**
**Head Office and Works: Galt, Ontario, Can.**

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**PARIS GREEN**
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., of Canada, Ltd., Montreal.

**PAPER BAGS**
The Continental Paper Products, Ltd., Ottawa, Ont.
Walter Woods & Co., Hamilton.

**PASSAGE CLOTH**
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

**PAILS**
Thos. Davidson Mfg Co., Ltd., Montreal.

**PAILS HOUSEHOLD**
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**PAILS, WOODEN**
Wm. Cane & Sons Co., Ltd., Hull, Que.

**PAILS, GALVANIZED AND TIN**
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

**PATENT ATTORNEYS**
Harold C. Shipman & Co., Ottawa, Ont.

**PERCOLATORS, COFFEE**
Landers, Frary & Clark, New Britain, Conn.

**PETROLEUM FAUCETS**
Landers, Frary & Clark, New Britain, Conn.

**PHOSPHOR TIN AND COPPER**
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**PICKS**
The Warren Tool & Forge Co., Warren, Ohio.

**PICK HANDLES**
J. H. Still Mfg. Co., St. Thomas, Ont.

**PIG IRON**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PINS, ESCUTCHEON**
Parmenter & Bulloch, Gananoque.

**PIPE, ACID RESISTING**
The Hoyt Metal Co., Ltd., Toronto, Ont.

**PIPE CUTTERS (STAND)**
Trimont Mfg. Co., Roxbury (Boston, Mass).

**PIPE, BLACK AND GALVANIZED**
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PIPE FITTINGS**
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

**PIPE, GALVANIZED CONDUCTOR**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**PIPE, LEAD**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PIPE, RAIN WATER CONDUCTOR**
Canada Metal Co., Toronto.

**PIPE, WROUGHT, BLACK AND GALVANIZED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**PISTON PINS**
Burgess-Norton Mfg. Co., Geneva, Ill.

**PISTON ROD PACKING**
Dunlop Tire & Rubber Co., Ltd., Toronto.

**PISTON AND VALVE PACKINGS**
The Barrett Co., Ltd.

**PISTOLS**
Savage Arms Corpn., Utica, N.Y.

**PLANES**
Stanley Rule & Level Co., New Britain, Conn.

**PLANTERS**
The Eureka Planter Co., Limited, Woodstock, Ont.
The Otterville Mfg. Co., Limited, Otterville, Ont.

**PLIERS**
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Kreauter & Co., Inc., Newark, N. J.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

**PLIERS, CUTTING**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

**PLIERS, COMBINATION**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

**PLUGS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**PLUMBERS' SUPPLIES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**PLUMBERS' TOOLS**
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**POLISHES, AUTO AND FURNITURE**
The Buffalo Specialty Co., Bridgeburg, Ont.
Channell Limited, Toronto, Ont.

**POLISHING HEADS**
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**POLISHES, KNIFE**
Jas. Oakey & Sons, Ltd., London, England.

**POLISHES, METAL**
The Deco-Tint Co., Montreal, Que.

**POLE LINE MATERIAL**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**POSTS, ANGLE IRON**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**POST HOLE DIGGERS**
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Otterville Mfg. Ltd., Otterville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**POULTRY NETTING**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

**POULTRY LEG BANDS**
Rideau Specialty Co., Smiths Falls, Ont.

**POWDER, SMOKELESS**
E. I. du Pont de Nemours & Co., Wilmington, Del.

**PRISMS, SIDEWALK**
Hobbs Mfg. Co., Montreal, Que.

**PRUNERS, TREE**
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**PRUNING SHEARS**
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

**PULLS, DRAWER**
The Brainerd Mfg. Co., East Rochester, N. Y.
Taylor-Forbes Co., Limited, Guelph, Ont.

**PUSH AND PULL PLATES**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**PULLEYS, CLOTHES**
The Katie Foundry Co., Galt, Ont.

**PUMPS**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE**
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

**PUMPS, CURB, FOR OIL AND GASOLINE**
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMPS, SELF-MEASURING**
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMPS, SEMI-ROTARY**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**PUMPS, GASOLINE**
S. F. Bowser Company, Ltd., Toronto, Can.

**PUMP OILERS**
Cannon Oiler Co., Keithsburg, Ill.

**PUNCHES, BELT**
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.

**PUNCHES, BELT HARNESS AND REVOLVING**
Smith & Egge Mfg. Co., Bridgeport, Conn.

**PUNCHES, CENTRE DRIVE, ETC.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

**PUNCHES, TICKET**
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

**PUTTY**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

**PULLEYS**
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**QUOITS**
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**RACKS, HAY**
Can. Foundries and Forgings, Ltd., Brockville, Ont.

**RADIATORS, AUTO**
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

**RADIATOR VALVES**
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**RAILWAY TIE PLATES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RAILROAD TRACK TOOLS**
The Warren Tool & Forge Co., Warren, Ohio.

**RAILROAD SUPPLIES, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**RAKES**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**RAZORS**
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**RATCHET DRILLS**
Goodell-Pratt Co., Greenfield, Mass.

**REAMERS**
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**RECIPROCATING DRILLS**
Goodell-Pratt Co., Greenfield, Mass.

**REFRIGERATORS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

**REGISTERS, (HOT AIR)**
Canada Foundries & Forgings, Brockville
The Happy Thought Foundry Co., Ltd., Brantford.
Jas. Stewart Mfg. Co., Woodstock, Ont.

**REVOLVERS**
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

**RIFLES**
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.

**RIVETS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RIVET BURRS**
The Union Iron & Metal Co., Ltd., Toronto.

**ROD ENDS**
J. H. Williams & Co., St. Catharines, Ont.

**RODS, PISTON AND PUMP**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**RODS, RADIUS FORD**
Burgess-Norton Mfg. Co., Geneva, Ill.

**RODS, STRAIGHTENED**
The Graham Nail Works, Toronto.

**ROOFING CEMENT AND PAINT**
The Barrett Co., Ltd.

**ROOFING, METAL**
Pedlar People, Ltd., Oshawa, Ont.

**ROOFING, READY**
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg, Man.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**ROOFING, RUBBER**
The Barrett Co., Ltd.

**ROPE**
The Brantford Cordage Co., Limited, Brantford, Ont.
Doan Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

**ROPE, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**ROSIN**
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**RUBBER SHEET, VULCANIZED**
Wm. J. Brown, Montreal, Que.

**RUBBER PRODUCTS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**RULES**
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**RULES, STEEL, STRAIGHT AND FOLDING**
**RULES, FOLDING BOXWOOD**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

**RULES, SPRING JOINT**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**RULES, BOARD AND LOG**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

**SADDLERY HARDWARE**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SAFETY RAZORS**
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**SAFES**
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

**SALTS, SOLDERING**
The Chicago Solder Co., Chicago, Ill.

**SAWS, BUCK**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAWS, CROSSCUT AND HAND**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAWSET**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

**SAWS, COMPASS**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**SAWS, COPING**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

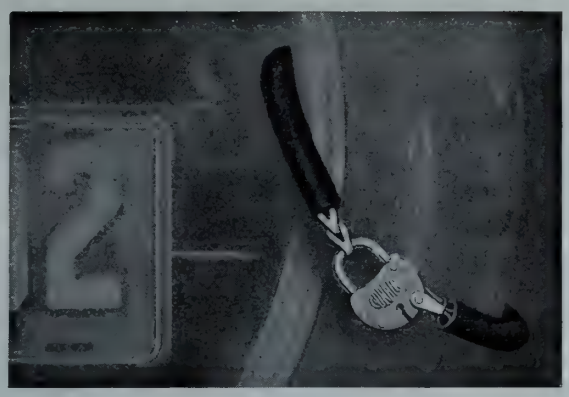
**SAWS, BUTCHERS' AND KITCHEN**
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**SAWS, BAND AND CIRCULAR**
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

**SAW BLADES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

**SAW FRAMES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**SAW GUARDS**
E. C. Atkins & Co., Hamilton, Ont.



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### Chain Tire Guard

See this new accessory. Note the strong, flat-link chain, nickeled throughout. Handsome and durable rubber covering. Corbin lock firmly attached to chain.

**Sold in individual boxes. Ask for prices and literature.**

**Niagara Metal Stamping Corporation,**
**Niagara Falls, N. Y.**

**Division M.**
**The Premax line of Hardware Specialties**
**Western Canadian Sales Agent**
**D. A. McDONALD,**
**141 Bannatyne Ave., Winnipeg, Man.**

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# WIRE
# BALE TIES

## WIRE HOOPS FOR KEGS *and* BARRELS
## STRAIGHTENED RODS
## COPPERED AND TINNED WIRE

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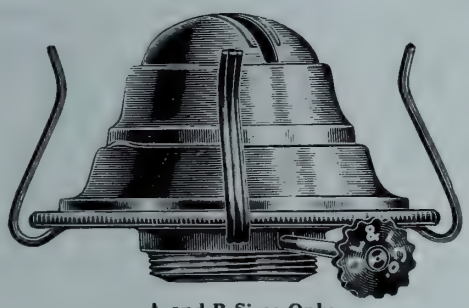
**TORONTO**



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Supplied in a non-corrosive White Metal Finish only.

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| **2 Sizes:** | **A.** | and | **B.** |
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Packed 25 dozen to the case, and available for immediate delivery out of factory or branch stocks. Write nearest office for discount.

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# THE BUYERS' GUIDE

**SAWS, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

**SAW MACHINES, HACK**
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

**SAWS, METAL CUTTING**
Clemson Bros., Inc., Hamilton, Ont.

**SAWS, KEYHOLE**
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

**SCISSORS**
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

**SCALES**
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

**SCALES, MACHINISTS**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**SCREWS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

**SCREWS, THUMB**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SCREWS, WOOD**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SCREENS**
Canada Wire & Iron Goods Co., Hamilton.

**SCREEN DOORS**
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

**SCREEN WINDOWS**
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**SCREENS, WELL**
Edward E. Johnson Inc., St. Paul, Minn.

**SCREW DRIVERS**
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

**SCREW MACHINES**
Stratford Brass Co., Ltd., Stratford, Ont.

**SCREWS OF ALL KINDS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SEATS**
Canadian Veneering Co., Acton Vale, Que.

**SEWING MACHINES, ELECTRIC AND MOTORS**
Canadian Westinghouse Co., Limited, Hamilton, Ont.

**SHARPENERS, KNIFE**
The Canadian Hart Products Ltd., Hamilton, Ont.

**SHEARS**
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch & Sons, Inc., Newark, N. J.
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

**SHEARING MACHINES, SHEEP**
Flexible Shaft Co., Ltd., Toronto, Ont.

**SHEATHING**
The Barrett Co., Ltd.

**SHEETING**
Alex. McArthur & Co., Montreal, Que.

**SHEETS, GALVANIZED AND BLACK**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.

**SHEETS, BLACK STEEL**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SHEET METAL PRODUCTS**
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SHOT**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SHINGLES, METAL**
Pedlar People Ltd., Oshawa, Ont.
McFarlane Douglas Co., Limited, Ottawa, Ont.

**SHOP BARRELS**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**SHOW CASES**
Cameron & Co., Toronto.

**SHOVELS, SNOW**
Richardson & Bureau, Montreal, Que.

**SIDING, METAL**
Pedlar People, Ltd., Oshawa, Ont.

**SIGHTS, GUN AND RIFLE**
Marble Arms & Mfg. Co., Gladstone, Mich.

**SIGNS, STREET**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SILVERWARE**
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
The Meriden Brittania Co., Limited, Hamilton, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

**SILVER-PLATED WARE**
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**SINKS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**SKI**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SKI ACCESSORIES, BINDINGS, WAX AND POLES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SKATES**
Canada Cycle & Motor Co., Ltd., Weston, Ont.

**SLEDGES, BLACKSMITH, COAL, STONE**
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

**SLICERS, FOOD**
W. Drysdale, Montreal, Que.

**SNAPS, HARNESS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**SNIPS (TINNERS')**
The Peck, Stow & Wilcox Co., Southington, Conn.

**SNOW SHOES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SNOWSHOE HARNESS**
The Northland Ski Mfg. Co., St. Paul, Minn.

**SOCKETS, WIRE ROPE**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SOLDER**
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.

**SOLDER, AMALGAM**
Wyatt's Products, Toronto, Ont.

**SOLDER, BAR**
The Chicago Solder Co., Chicago, Ill.

**SOLDERING PASTE**
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

**SOLDERALL**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**SOLES, HALF**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**SOAP DISHES**
Landers, Frary & Clark, New Britain, Conn.

**SPARK PLUGS**
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited.
The Canadian National Carbon Co., Ltd., Toronto.

**SPANNERS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**SPIDERS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**SPIKES, EAVESTROUGH**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SPOKE SHAVES**
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

**SPORTSMEN'S SPECIALTIES**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**SPRAYERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Eureka Planter Co., Limited, Woodstock, Ont.
The New Perfection Sprayer Co., Galt, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**SPRING AND WIRE COILING MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**SPRINGS, WINDMILL**
Burgess-Norton Mfg. Co., Geneva, Ill.

**SQUARES**
The Peck, Stow & Wilcox Co., Southington, Conn.

**STABLE FITTINGS**
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

**STAINS**
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

**STAINS, STRAW HAT**
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

**STAMPINGS**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**STAPLES**
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

**STAPLES, BED**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEAMERS AND BOILERS**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**STEEL, REINFORCING**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL BARS FOR REINFORCEMENT, ALL SHAPES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL STRIP**
Dominion Sheet Metal Co., Ltd., Hamilton.

**STEEL LOCKERS AND SHELVING**
Dennis Wire & Iron Works, London, Ont.

**STEEL INGOTS, OPEN HEARTH**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL, MILD, SLEIGH SHOE, TIRE**
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**STEEL BANDS**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**STEEL MERCHANT BARS**
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**STENCILS AND INK**
Hamilton Stamp & Stencil Co., Hamilton.

**STOOLS**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**STONES, SHARPENING**
The Western Hardware Mfg. Co., Milwaukee, Wis.

**STORE FIXTURES**
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

**STORE FRONT CONSTRUCTION, METAL**
Hobbs Mfg. Co., Montreal, Que.

**STOVES AND RANGES**
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Doherty Mfg. Co., Sarnia, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
The McClary Mfg. Co., Ltd., London, Ont.
D. Moore & Co., Limited, Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.
Tudhope Anderson Co., Limited, Orillia, Ont.

**STOVES, ELECTRIC**
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

**STOVES, OIL**
The McClary Mfg. Co., London, Ont.
The Perfection Stove Co., Ltd. ,Sarnia, Ont.

**STOVES, GASOLINE**
National Stamping & Electric Works. Chicago.

**STOVE PIPE**
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**STRETCHERS, WIRE**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

**SULPHATE OF AMMONIA**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**SWEAT PADS**
American Pad & Textile Co., Chatham.

**SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)**
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

**SWIVELS, HOOK**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**TACKS**
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TACKS, SHOE**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TANKS, CISTERN**
Beatty Bros., Ltd., Fergus, Ont.

**TANKS, GALVANIZED STEEL**
Beatty Bros., Ltd., Fergus, Ont.

**TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.**
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

**TANKS AND PUMPS, LUBRICATING OIL STORAGE**
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

**TANKS, WOOD**
Beatty Bros., Ltd., Fergus, Ont.

**TAPS**
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

**TAP HOLDERS**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**TAPE, RUBBER FRICTION**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TAPES, MEASURING, STEEL AND WOOD**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**TAPES, MEASURING**
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

**TAPES, POCKET**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

**TEA POTS AND URNS, TEA BALL**
Landers, Frary & Clark, New Britain, Conn.

**THERMOS BOTTLES**
The Thermos Bottle Co., Ltd., Toronto, Ont.

**THIMBLES, SMOKE PIPE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**TIES, COW**
B. Greening Wire Co., Limited, Hamilton, Ont.

**TIN PLATES**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**TILING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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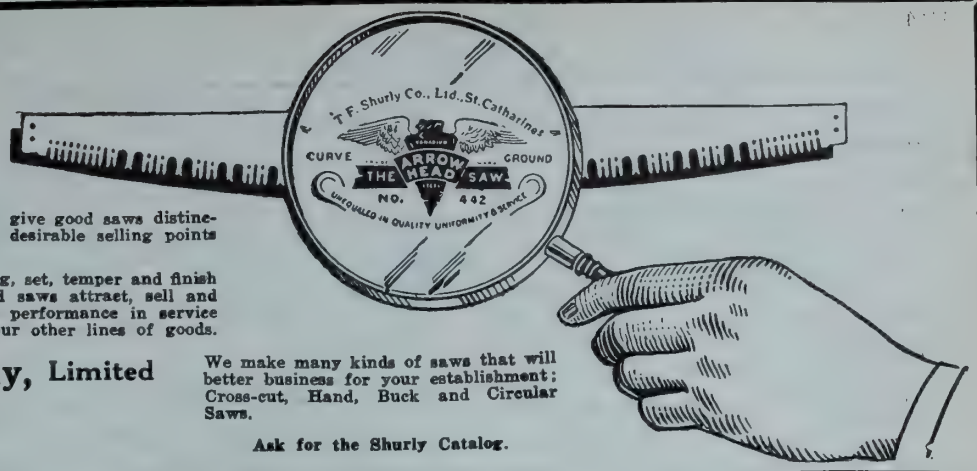
*Vanadium Steel*

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

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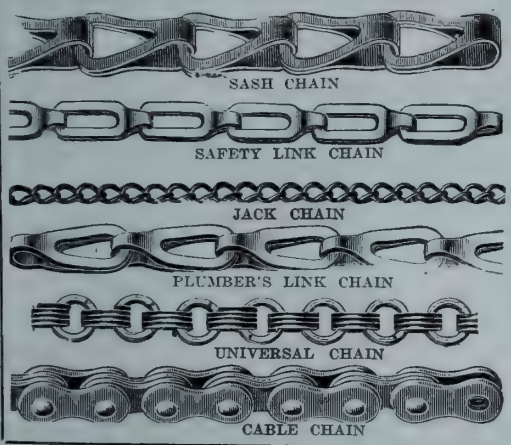
**St. Catharines**
**Ontario**

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

**Ask for the Shurly Catalog.**




SASH
CABLE
TRANSOM
PLUMBERS
SAFETY
JACK
LADDER
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AA and XXXX

## CHAINS

6 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

## PUNCHES

Semco Revolving Punch

**THE SMITH & EGGE MFG. COMPANY**
"ORIGINATORS OF SASH CHAIN"
BRIDGEPORT, CONN., U. S. A.

## Buried in Burning Coal For 18 Hours!

A recent report from one of our largest Chartered Banks says:

> "During fire, Safe fell from upper floor into cellar, into 15 tons of burning coal, and remained there 18 hours. Everything came out intact."

Duration of fire, intensity of heat or distance of fall need not be considered, when you have your valuables in a Taylor Safe.

Write us for quotations on our Fire-Proof Safes and our Steel Cabinets for filling.

**J. & J. Taylor**
**Limited**
TORONTO SAFE WORKS
Toronto, Ont.
*BRANCHES:*
Montreal Winnipeg
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## BULL DOG
## Enclosed Cut Gear Tool Grinder

*Vitrified Corundum Wheels*

*There are no better or smoother running Grinders on the market.*

These popular selling grinders are finished with two coats of baked black japan, and adjustable tool rest and slide. Made in 4 sizes. Mechanics, Blacksmiths, Carpenters, Wagon Makers, Contractors, etc., are all good prospects for this profitable, service-giving grinder. Ask your Jobber.

**Western Hardware Mfg. Co.**
**Milwaukee, Wisconsin**


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# THE BUYERS' GUIDE

**TINSMITHS' MACHINERY**
Brown-Boggs Co., Hamilton, Ont.

**TINWARE**
Sheet Metal Products, Ltd., Toronto.

**TIN PLATE**
O-Rib-O Mfg. Co., Winnipeg, Man.

**TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE**
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TIES, WALL AND VENEER**
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

**TIRE COVERS**
American Pad & Textile Co., Ltd., Chatham, Ont.

**TIRE PATCH**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TIRE ACCESSORIES**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TOBOGGANS**
J. H. Hanson & Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

**TOBOGGAN CUSHIONS AND ACCESSORIES**
The Northland Ski Mfg. Co., St. Paul, Minn.

**TORCHES**
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

**TOOLS, BLACKSMITHS'**
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

**TOOLS, CEMENT**
E. C. Atkins & Co., Hamilton, Ont.

**TOOLS**
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

**TOOLS, HARVEST**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

**TRAPS, BRASS, IRON, LEAD**
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

**TRAPS, STEAM**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

**TRAPS, GAME**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**TOOLS, LOGGING AND LUMBERING**
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

**TOOL HOLDERS (CUTTERS)**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**TOOLS, MACHINISTS'**
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

**TOOLS, SMALL**
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**TOOLS, TROWEL**
E. C. Atkins & Co., Hamilton, Ont.

**TOYS**
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

**TRADE MARK ATTORNEYS**
Harold C. Shipman & Co., Ottawa, Ont.

**TRAINS, TOY**
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

**TROUGHS**
Beatty Bros., Fergus, Ont.

**TRAMMEL POINTS**
Stanley Works, New Britain, Conn.

**TRIMMERS**
Smith & Egge Mfg. Co., Bridgeport, Conn

**TROUGHS, HOG**
Beatty Bros., Ltd., Fergus, Ont.

**TROWELS**
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**TRUCKS, WAREHOUSE**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**TRY SQUARES**
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

**TUNGSTEN LAMPS**
The Canadian Tungsten Lamp Co., Hamilton, Ont.

**TUBS**
Wm. Cane & Sons Co., Newmarket, Ont.

**TUBING, BRASS**
The James Morrison Brass Mfg. Co., Ltd., Toronto.

**TUBING, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**TUNGSTEN LAMPS**
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

**TWINES**
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

**VACUUM CLEANERS AND SWEEPERS**
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Onward Mfg. Co., Limited, Jitchener, Ont.

**VALVES, ACID RESISTING**
Hoyt Metal Co., Toronto, Ont.

**VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

**VALVES, RUBBER PUMPS**
Gutta Percha & Rubber Ltd., Toronto.

**VARNISHES, AUTO, COACH, HOUSE, MARINE**
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

**VEHICLES, CHILDREN'S**
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

**VENEER SEATS**
Canadian Veneering Co., Acton Vale, Que.

**VENTILATORS**
Wheeler & Bain, Toronto.

**VISES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

**VISES, CHAIN PIPE, CLAMP, MOUNT**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**WAGON HARDWARE**
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WALL COVERINGS**
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

**WALNUT SEATS**
Canadian Veneering Co., Acton Vale, Que.

**WARMERS, FOOT**
Chicago Flexible Shaft Co., Chicago, Ill.

**WASHERS**
London Rolling Mill Co., Ltd., The London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

**WASHERS, RUBBER**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**WASHING MACHINES, ELECTRIC, HAND AND POWER**
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
The Onward Mfg. Co., Limited, Jitchener, Ont.
The Slade Mfg. Co., Limited, Owen Sound, Ont.

**WASTE, COTTON**
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

**WASH BOARDS**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**WASH TUBS**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**WEATHER STRIPPING**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**WEDGES**
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Warren Tool & Forge Co., Warren, Ohio.

**WEEDERS, GARDEN (HAND)**
The Eureka Planter Co., Ltd., Woodstock, Ont.

**WEIGHTS**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**WEIGHTS, HORSE**
The Katie Foundry Co., Galt, Ont.

**WHEELS, GRINDING**
E. C. Atkins & Co., Hamilton, Ont.

**WHEELS, WELL**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**WHIFFLETREE HOOKS**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**WHOLESALE HARDWARE**
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
Caverhill Learmont & Co., Limited, Montreal,
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

**WHITE LEAD**
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WICKS, STOVE**
The Happy Thought Foundry Co., Ltd., Brantford.

**WIND SHIELD GLASS**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

**WINDOW WEIGHTS**
The Katie Foundry Co., Galt, Ont.

**WINDOW GUARDS, WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**WIRE**
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.
Wires of Canada Limited, Hamilton, Ont.

**WIRE, ANNEALED**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

**WIRE, BRIGHT**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.

**WIRE BASKETS, HEAVY**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**WIRE CLOTH**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

**WIRE, COPPERED**
The Graham Nail Works, Toronto.

**WIRE CUTTERS**
Bridgeport Hardware Co., Bridgeport, Conn.

**WIRE, HAY**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**WIRE HOOPS**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WIRE DOOR MATS**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

**WIRE RODS**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**WIRE, OILED AND ANNEALED**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

**WIRE, TINNED**
The Graham Nail Works, Toronto.

**WIREWORK OF ALL KINDS**
B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

**WIRE WHEELS**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**WIREWORKING MACHINERY**
Sleeper & Hartly, Inc., Worcester, Mass.

**WIRE WINDOW SCREENS**
Atlas Iron, Wire & General Metal Works, Toronto.

**WOODENWARE**
The Brett Mfg. Co., Winnipeg, Man.

**WRAPPING PAPER**
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

**WRECKING BARS, CARPENTERS'**
The Warren Tool & Forge Co., Warren, Ohio.

**WRENCHES AND ACCESSORIES**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

**WRENCHES, ALLIGATOR**
Bridgeport Hardware Co., Bridgeport, Conn.

**WRENCHES, RATCHET**
Brown & Sharpe Mfg. Co., Providence, R. I
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**WRINGERS**
Beatty Bros., Ltd., Fergus, Ont.
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

**MOP WRINGERS**
The White Mop Wringer Co., Fultonville, N. Y.

**WROUGHT NIPPLES**
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

**WROUGHT WASHERS**
J. H. Williams & Co., Ltd., St. Catharines, Ont.

**WROUGHT COUPLINGS**
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

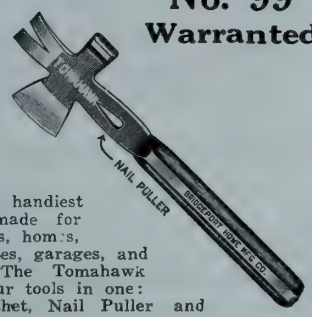
**YOKE ENDS**
J. H. Williams & Co., St. Catharines, Ont.

**ZINC, BAR**
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

# The Tomahawk Box Tool

**No. 99**

**Warranted**




This is the handiest tool ever made for use in stores, homes, farms, offices, garages, and so forth. The Tomahawk combines four tools in one: Chisel, Hatchet, Nail Puller and Hammer. Its many uses are too numerous to mention. It stands the hardest use and abuse wherever there is cutting, prying, nail pulling or hammering to be done.

The TOMAHAWK is made of fine, high carbon, drop forged, steel, with two pieces of hardwood securely riveted to it, forming an oval handle which fits the hand perfectly. This solid construction and the use of fine steel properly hardened and tempered makes the TOMAHAWK practically unbreakable. It will stand the hard knocks for years.

Length 12½ inches; Weight 1½ lbs. each.
Packed one-half dozen in box. Six dozen in case.

**The Bridgeport Hardware Mfg. Corporation**

**Bridgeport, Conn., U.S.A.**

*Eastern Canadian Sales Representative:*

**W. J. LATIMER, 122 Hilton Ave., Toronto, Ont.**

# CHRISTOPHER JOHNSON & CO.

**WESTERN WORKS**

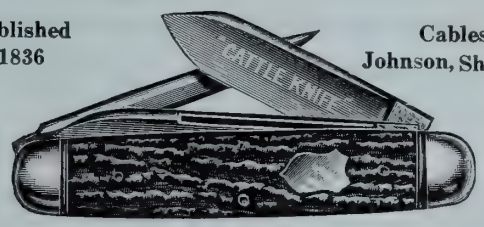
**SHEFFIELD** REGISTERED **CUTLERY** — C.J — **ENGLAND** TRADE MARK **MANUFACTURERS**

Our Canadian Representatives:
MESSRS. F. SARA & Co., 1309 12th St. W. Calgary
carry a full range of
POCKET CUTLERY

Patterns for all purposes each the best of its class.
Highest grade PEARL PENKNIVES for City use and all styles to the heavy working knife of the RANCHER and CATTLEMAN

**Established 1836**

**Cables: Johnson, Sheffield**

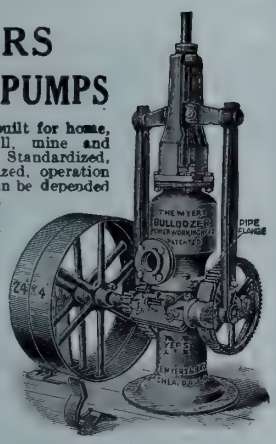



In TABLE CUTLERY, SCISSORS and RAZORS also the FLAG BRAND has a world wide reputation for

QUALITY TRADE C.J MARK RELIABILITY

# MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.




Get our catalog and prices.

**F.E. Myers & Bro.**
ASHLAND OHIO

# KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

# LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

## FOR QUALITY THAT SATISFIES

**Send In Your Order Now**

## London Rolling Mills Co.

LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

**NOVA SCOTIA STEEL & COAL CO., Limited**

NEW GLASGOW, N.S.

*Manufacturers of*

## FERRONA PIG IRON

and SIEMENS-MARTIN

## OPEN HEARTH STEEL

*If interested tear out this page and place with letters to be answered.*

# *Odd, Isn't It?*

—that some people think of advertising as a means of benefiting only the seller, when its basic function **must be** to render a necessary service to the buyer, else it could not exist. Merchandise lives or dies as it does or does not meet a human need. Advertising is subject to the same law of service. The real measure of its value is what it **gives,** not what it gets.

In the light of these truths, the marvellous growth of advertising in itself, is an impressive demonstration of its essential character in our economic system.

But you are not interested in **all** advertising any more than you are in all merchandise. That is one big reason why you have a highly specialized Business Paper in your field such as the one carrying this advertisement. It was born of your needs, not of any man's desire to be a publisher.

### *How It Works for You*

What it does for you and your field editorially is self-evident, but its *ad*itorial service is just as vital. Instead of a buyer having to depend upon gossip, hearsay and driblets of information from this or that source, he gets it all between two covers.

Timely, authoritative, comprehensive statements about needed materials pass in review as the advertising pages are turned. Confident judgments can be formed, and intelligent decisions made.

Yet advertising is NOT an **added** expense, but an improved distributive process, which takes the place of slower, more costly and less efficient methods.

That is why it pays to **read** advertising even more than it pays to advertise. Especially if you read it in papers which have met the exacting requirements of membership in The Associated Business Papers, Inc., for one of its standards of practice requires that a paper must **decline any advertisement which has a tendency to mislead or which does not conform to business integrity.**

**You are invited to consult us freely about Business Papers or Business Paper advertising**

### LIST OF MEMBERS

*Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.*

Advertising and Selling
American Architect and Architectural Record
American Blacksmith, Auto and Tractor Shop
American Exporter
American Funeral Director (The)
American Hatter (The)
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer (The)
American School Board Journal (The)
Architectural Record (The)
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries

Bakers Weekly
Boiler Maker (The)
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Building Supply News
Bulletin of Pharmacy (The)

Canadian Grocer
Canadian Machinery and Manufacturing News
Canadian Railway and Marine World
Candy and Ice Cream
Chemical and Metallurgical Engineering
Clothier and Furnisher (The)
Coal Age
Coal Trade Journal
Concrete
Cotton

Daily Metal Trade
Distribution and Warehousing
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter

Electric Railway Journal
Electrical Merchandising
Eectrical Record
Electrical World
Embalmers' Monthly (The)
Engineering and Contracting
Engineering and Mining Journal
Engineering News-Record

Factory
Farm Implement News
Farm Machinery—Farm Power
Fire and Water Engineering
Foundry (The)
Furniture Journal (The)
Furniture Manufacturer and Artisan
Furniture Merchants' Trade Journal

Gas Age Record
Good Furniture Magazine
Grand Rapids Furniture Record (The)

Haberdasher (The)
Hardware Age

### LIST OF MEMBERS

*(Continued)*

Hardware and Metal
Heating and Ventilating Magazaine (The)
Hide and Leather
Hospital Management
Hotel Monthly (The)
Hotel Review

Illustrated Milliner
Implement and Tractor Age
Implement and Tractor Trade Journal
Industrial Arts Magazine (The)
Inland Printer (The)
Iron Age (The)
Iron Trade Review (The)

Lumber
Lumber Trade Journal (The)
Lumber World Review

Manufacturers' Record
Manufacturing Jeweler (The)
Marine Engineering
Marine Review
Millinery Trade Review (The)
Mill Supplies
Mining and Scientific Press
Modern Hospital (The)
Motor Age
Motorcycle and Bicycle Illustrated
Motor Truck
Motor World

National Builder
National Cleaner & Dyer
National Petroleum News
Nautical Gazette (The)
Northwest Commercial Bulletin
Northwestern Druggist
Nugent's, The Garmen Weekly

Oil News
Oil Trade Journal

Power
Power Boating
Power Farming Dealer
Power Plant Engineering
Price Current—Grain Reporter

Printers' Ink
Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rock Products
Rubber Age

Sanitary and Heating Engineering
Shoe Findings
Shoe and Leather Reporter
Shoe Retailer (The)
Southern Engineer
Southern Hardware and Implement Journal
Sporting Goods Dealer (The)
Starchroom Laundry Journal (The)

Tea and Coffee Trade Journal (The)
Textile World
Welding Engineer
Wood-Worker (The)

## THE ASSOCIATED BUSINESS PAPERS, Inc.

JESSE H. NEAL, Executive Secretary

**HEADQUARTERS: 220 West 42nd Street NEW YORK CITY**

*If interested tear out this page and place with letters to be answered.*

# Stove Mica

**Mica Company of Canada, Limited**
**P.O. Box 156, Hull, Que.**

All sizes of Clear Mica in stock for immediate shipment.

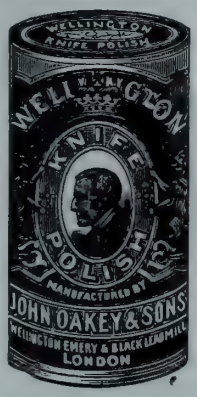
Manufacturers of Mica Insulation.

*Price List on Application*

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
**TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER**




# OAKEY'S
## "WELLINGTON" KNIFE POLISH

**The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.**

**John Oakey & SONS, Ltd.**

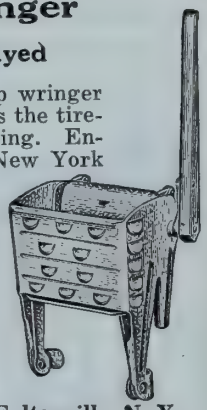
**Manufacturers of**
**Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.**
**WELLINGTON MILLS**
**LONDON, S.E.1, ENG.**

Agents:
**F. Manley, 147 Bannatyne Ave. East**
**WINNIPEG**
**Sankey and Mason, 839 Beatty St.**
**VANCOUVER**

## The White Mop Wringer

**Sells Itself Wherever Displayed**

A practical, durable, powerful mop wringer that squeezes the mop dry. Eliminates the tiresome and disagreeable part of mopping. Endorsed by Good Housekeeping and New York Tribune Institutes. A welcome help to every housewife and janitor. Thousands in use; lasts for many years. Your jobber's salesman will take your order. Write for circular illustrating full line.



**White Mop Wringer Co.**
**of Canada**

**Factory: Paris, Ont.** **Office: Fultonville, N. Y.**

# WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

# STERLING TWINES

**Made of**
FLAX, JUTE, HEMP, COTTON, YUCATAN
**Manufactured by**

**The J. R. SterlingTwine Company, Ltd.**
**Walkerton, Ontario**

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

**"Send us a trial order."**

# SIMONDS

CRESCENT GROUND CROSS-CUT
SAWS

Simonds Canada Saw Co., Ltd.
"THE SAW MAKERS"

Montreal, Que., St. John, N. B.
Vancouver, B. C.

*Write for Catalog*

# Order Northland Skis

**Now for Next Season. Prices Are Down**

**New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.**

**Northland Ski Mfg. Co.**

**St. Paul, Minn.**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

# FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

# "CROWN" METAL SHINGLES

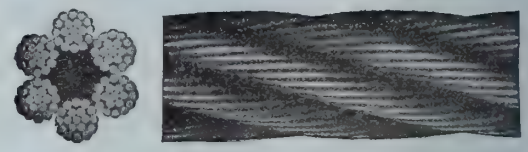
**Fire-Proof, Durable, Ornamental**

Most efficient because — storm and wind proof; strongest metal roof existing; requires no soldering, mallets, seamers, tongs, etc. expansion and contraction provided for in each shingle; one-sixth the weight of slate one-fourth the weight of wood it takes lighter framing; more durable and ornamental.

**McFarlane-Douglas Co.**
Limited.
**Ottawa, Canada.**

For information on any sheet metal problem, write above.

# WIRE ROPE AND FITTINGS



**OF ALL CONSTRUCTIONS**

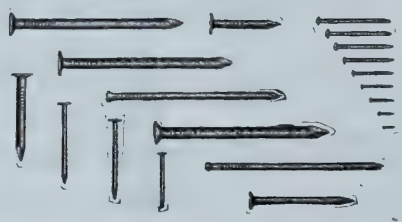
The demand is steady. Are you getting your share of this business? We co-operate with you.

***Have you a copy of our Catalogue?***

**We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards**

**CANADA WIRE & IRON GOODS CO.**
**HAMILTON**

# MAKE NAILS!! NOT NOISE!!



**Use our improved UNIVERSAL WIRE NAIL MACHINES—fast, smooth and quiet-running. No cams or gears.**

**Sleeper & Hartley, Inc.**
**Worcester, Mass.**

Watch for Our Ad Featuring

# K-T Cobbler Sets

In next week's space. We also make K-T Cobbler Sets, Window Weights, Coal Chutes, Clean Out Doors, Clothes Reels, Horse Weights, Well Wheels and Clothes Line Pulleys.

THE KATIE FOUNDRY
GALT, ONTARIO

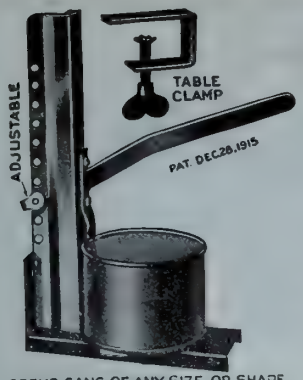

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

Opening the Strap

# O-Rib-O Adjustable Taper Stove Pipe

**This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.**

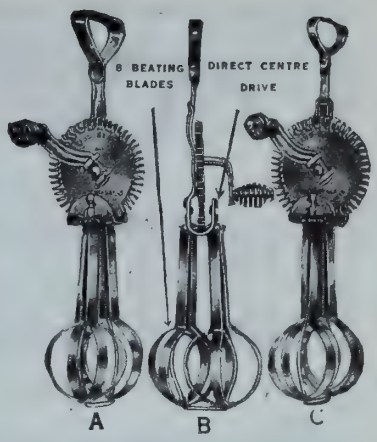
**O-Rib-O Manufacturing Co.**
**Winnipeg, Manitoba**



OPENS CANS OF ANY SIZE OR SHAPE

## Courage, Conviction, - and Egg Beaters

### A Lesson to the Alert




Several years ago we brought out LADD ALL-STEEL BEATERS, BUILT ON HONOR TO SELL FOR WHAT THEY WERE WORTH, tho' every professional said "You can't sell an egg-beater for more than 25c." TIME HAS ANSWERED. A small store in the very cheap section of a leading city finally stocked them against his judgment and in a few months told us he was CLOSING OUT ALL OTHER MAKES TO CARRY LADD ALL-STEEL ONLY. He presented INTERESTING FIGURES OF PROFIT against little or none on other makes. He now buys in 3 GROSS LOTS. There are many such cases of merchants determined to get a FAIR PROFIT on daily sales to consumer. EASIER TO SELL as housewives are sick enough of knick-knacks. We PROTECT YOUR PROFIT; YOU MUST PROTECT YOUR REPUTATION.

**LADD ALL-STEEL BEATERS**—3 sizes for all requirements.
**LADD MIXER CHURNS**—1 qt., 2 qts. Removable Beaters.
**SATURN REELS**—2 finishes, 40 ft. cord.
**SATURN CAN OPENER**—Safety, Stationary.
**CAN OPENERS**—5 usual varieties.
**RAZOR PARING KNIFE. NUT CRACKERS**
**JOBBERS** the world over and US.

**United Royalties Corp., 1133 B'way, N.Y.**


# How to Test Advertising

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay.

The most successful merchants are the merchants who believe most thoroughly in advertising and who practice their belief.

But advertising, in order to pay, has got to be *intelligent* advertising.

The day of hashed-over superlatives — "best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the forefront of the crowd.

Put some *brains* into your advertising.

Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity — and you will find that advertising *does* pay.

—*Jerome P. Fleishman.*

*If interested tear out this page and place with letters to be answered.*

# WANT ADS

**If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.**

**If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.**

**Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.30 is made for a panel 1 inch deep by 2⅛ inches wide.**

**Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.**

## WANTED

HARDWAREMAN, 15 YEARS EXPERIENCE, open for position in retail store. Can furnish A1 reference. Box 22, Hardware and Metal.

## FOR SALE

HARDWARE BUSINESS IN ONE OF THE best cities in Ontario; stock about $25,000. Turnover three and a half times last year. Apply to Box 42, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD sized Central Alberta Town, modern in every respect, conveniently situated on railway. Big territory, crop failure unknown, splendid crops this year. Stock and fixtures approximately twenty-two thousand, half cash, balance on terms. Box 189, Hardware and Metal.

FOR SALE, GOOD SET TINSMITH TOOLS and machines, will sell cheap. Box 43, Hardware and Metal.

FOR SALE, THE HARDWARE BUSINESS conducted for 40 years by John Caslon at 628 Queen St., West, Toronto. Owner wishes to retire from business and will lease building on reasonable terms. Apply John Caslon at above address.

## MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

## HELP WANTED

EXPERIENCED HARDWARE CLERK, good stockkeeper and window dresser required for Northern town. State wages and references. Apply to Box 29 Hardware and Metal.

BOOKKEEPER YOUNG MAN WITH HARDware experience preferred. Must be capable of taking off trial balances monthly. Good typist. Salary $25.00 per week. References required. Northern Town. Apply Box 38, Hardware and Metal, stating age, experiences. Duties Nov. 1st or earlier.

EXPERIENCED HARDWARE SALESMEN. Ontario or Quebec. Campbell Agencies, 33 Richmond St., West, Toronto.

WILL FORM PARTNERSHIP WITH YOUNG experienced hardware man capable of taking charge who knows of a good opening or a good business for sale in or near Toronto. Advertiser will advance 50% or more of capital necessary. Box 209, Hardware & Metal.

## BUSINESS WANTED

WANTED—INTEREST IN HARDWARE BUSiness in or near Toronto that can use additional capital to advantage. Box 113, Hardware and Metal.

**Anciens Etablissements Pieper Liege**

**Canadian Representative**

**Dorken Bros. & Co., Montreal**

THE CREDIT MAN of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulations.

# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

**The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.**

---

For Distinctive --- Planned to Pull

## TRADE MARKS

CONSULT

**HAROLD C. SHIPMAN & CO.**

Attorneys and Experts in

**PATENT AND TRADE-MARK CAUSES**

133 Bank St.---Ottawa, Canada

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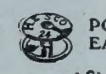

**POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK**

Retail Prices
- Single Spiral Colored Bands . . . $1.00 for 100
- Ribbon Bands Colored . . . . . $1.65 for 100
- Challenge Adjustable Bands . . . .90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

**RIDEAU SPECIALTY CO.**

MANUFACTURERS, SMITHS FALLS, ONT.

---

## STERLING

**Hack Saw Blades and Machines**

***Manufactured by***

**Diamond Saw & Stamping Works**

BUFFALO, N.Y.

---

*Curtain Rods, Household Fixtures, Bathroom Fittings.*

Newell Mfg. Co. Ltd., Prescott, Ont.

---

## "Monarch" & "Safe-Lock" Fencing

**We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.**

**Owen Sound Wire Fence Co. Ltd.**

OWEN SOUND, ONT.

---

## BATH ROOM FITTINGS

K NIAGARA

**KINZINGER, BRUCE & CO., LIMITED**

NIAGARA FALLS, CANADA

*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

---

## DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

**Mills at Doon and Kitchener, Ont.**

---

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg. Co., Limited**

WINNIPEG, MAN.

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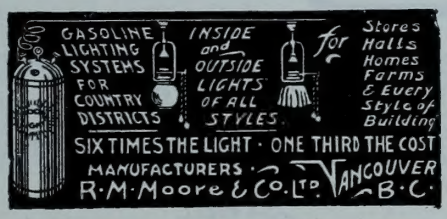


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## READER'S NOTICE

***Regarding***

## CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

---

Look for the full name

**RUSSELL JENNINGS**

stamped on the round of our

**AUGER BITS**

The original double twist auger bit, Patented by Mr. Russell Jennings in 1856.

**RUSSELL JENNINGS MFG. CO.**

Chester, Conn., U.S.A.

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**KINREAD'S KANT-BREAK HALTER**

**"The Line of Progress"**

R. R. Kinread

72-74 Princess St. Winnipeg

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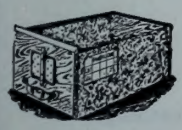

## Cameron Metal Drawers

**LONGER WEAR, BETTER SERVICE**

*Write us for Prices and Particulars of Cameron Wall Cases and Fixtures*

**Cameron & Co.**

74 Logan Ave. Toronto, Ont.

*If interested tear out this page and place with letters to be answered.*

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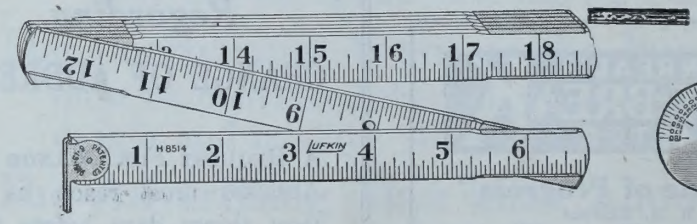
LUFKIN RULES

STEEL




SPRING JOINT

BOXWOOD

Meet ALL the Requirements of the Mechanic

Embracing in addition to the old and sturdy qualities,
**Noteworthy Improved Features**
**Insuring Accuracy of Reading, Ease of Use and Saving of Time**
APPEAL TO MECHANICS ON SIGHT

**Ask your jobber.** **Made in Canada** **Send for catalogue**

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

# DEALERS

in products made from rust-resisting "Armco" Ingot Iron have a big sales advantage. Armco national advertising promotes sales and gains public confidence in household and commercial utilities that bear the Armco triangle trade mark label--a mark of "quality" the same as "sterling" on silver.

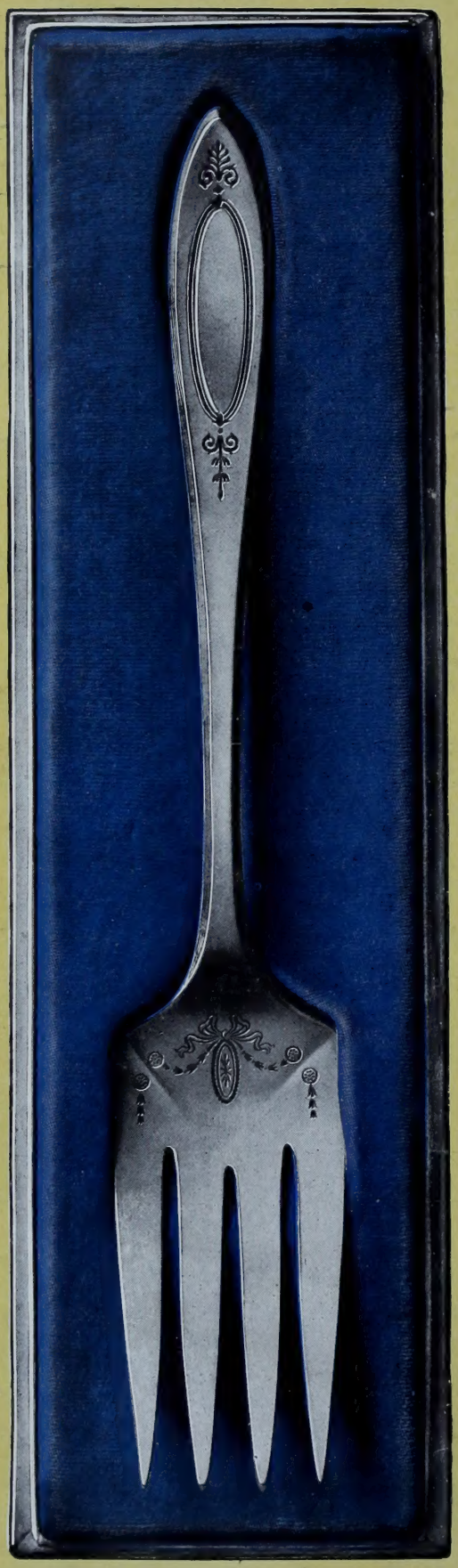
Look for the blue and gold Armco label on Washing Machines, Stoves, Ranges, Refrigerators, Enamel Table Tops and other household and commercial utilities. It carries with it the assurance of the quality and solid worth of the sheet metal parts of the articles that bear it.

***Write for book "Who's Who in Armco"***

## THE AMERICAN ROLLING MILL CO.

**MIDDLETOWN, OHIO**

**Canadian Office: 2 Colborne St., Toronto, Ontario**



# COMMUNITY PLATE

## in the superb blue gift boxes

### *Made in Canada*

The handsome gift boxes, lined with rich blue velvet, in which **Community Plate** now comes to your customers, are the outstanding feature of the tableware trade.

These beautiful gift boxes must be seen to be appreciated. They emphasize the charm of **Community Plate** designs and show them at their best. With each piece of **Community Plate** in its beautiful blue box, your displays will attract more attention than ever before. No woman can resist the appeal.

You get these gift cases free. So do your customers. This means more sales of **Community Plate**—more easily than ever.

*Right now is the time to plan for Fall business.*

**ONEIDA COMMUNITY LIMITED**

**Niagara Falls Ontario**